

TITLE: VP, New Business Development

LOCATION: California

COMPANY: Our client is a high growth global IT Services and Solutions provider. Our client has experienced phenomenal growth since their founding more than a decade ago, and are continuing to expand.

ROLE FOCUS: As Vice President, New Business Development you will manage the entire business development/sales cycle, identifying and pursuing prospects, leveraging **existing relationships at the CIO level in your vertical(s)** to secure new business.

RESPONSIBILITIES:

- Work with the technical and marketing teams to develop and implement sales strategies, prospect requirements, solution proposal development, and delivery of product presentations and business proposals
- Be the voice of the customer to ensure that products and services meet customer needs
- Maintain a consistent pipeline of opportunities
- As your business expands, hire, coach and manage a team of sales and business development professionals

IDEAL CANDIDATE:

- Energy, hunger for growth and a drive for results
- Successful experience developing relationships and selling IT services into one or more of the following sectors: Insurance, Banking & Financial Services, Telecommunications, Entertainment & Media, Healthcare
- Existing portfolio of business and deep client partnerships at the C level
- Achievement of personal annual sales/pipeline quota
- Intellectual horsepower with relevant domain knowledge
- History of collaborating closely and effectively with delivery, operations, and practice teams in business development and relationship management
- A proven business development professional with executive presence, strong communication and presentation skills, and the ability to lead and build strong teams