
Job Description – Business Development Lead Representative-Strategic Alliances

BASIC FUNCTION:

The basic function of the Business Development Lead Representative-Strategic Alliances is to proactively and systematically pursue adding new targeted alliance partners and new business opportunities for Strategic Alliances business in the geographic areas, service and/or product area or markets designated by their manager and/or the company.

PRINCIPAL DUTIES:

The following are principal duties of the Business Development Lead Representative-Strategic Alliances:

Leadership and Management

- Represent TERiX in a positive and professional manner
- Work with all personnel and outside contacts to satisfy partners, clients and achieve company goals
- Identify areas of improvement in the company and assist in creating and implementing solutions
- Keep up to date on market trends and new products
- Identify and investigate growth opportunities for the company
- Stay abreast of industry matters through third party resources and networks

Sales & Marketing

- Sell TERiX services and reach revenue and partner quotas for new strategic alliance partners and customers, establishing and growing relationships with large OEMs, Outsourcers and Systems Integrators (designated in quota compensation plan).
 - Collaborate with teammates and maintain a positive and professional attitude fostering teamwork
 - Achieve quota for number of contacts/activity with prospective partners/customers
 - Develop, present and implement plans to your manager for acquiring new partners/customers and traction in your assigned area - including activity breakdowns, performance milestones, resource requirements and expense budget.
 - Business travel as appropriate, as approved by your manager to accomplish your assigned duties
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RESPONSIBILITIES:

The Business Development Lead Representative-Strategic Alliances is responsible for ensuring that:

- All of the duties of the Business Development Lead Representative-Strategic Alliances are completed as per the job descriptions
- Sales quotas are met as assigned and that new business relationships into system integrators and large OEMs in the technology and support areas TERiX services are developed and grown.
- Prepare and submit sales activity reports and sales forecasts as are requested required by your manager or Director of Sales
- Maintain all prospective customer data in the company database or other as defined by your manager and Director and use the information contained therein as the sole resource for prospective customer and partner interactions
- Business Development Plans are review and approved prior to implementation
- Business Development Plan budgets are not exceeded

- All business development opportunities falling outside the scope of work for this position are communicated to the Director of Sales in a timely manner for passing to an appropriate teammate
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AUTHORITIES:

The following are principal authorities granted to the Business Development Lead Representative-Strategic Alliances:

- Exercise the responsibilities and perform the duties of this position. This includes full decision-making authority for all responsibilities and duties
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REPORTING RELATIONSHIP:

The BD Lead Representative-Strategic Alliances reports to the Strategic Alliances Manager

The following positions report directly to the BD Lead Representative-Strategic Alliances: None

QUALIFICATIONS:

- 6 years of demonstrated senior sales experience selling complex service oriented offerings via Strategic Alliance partners. Demonstrated ability to establish strong relationships within the technology industry that can be leveraged.
 - Experience in services industry and/or OEMs is preferred.
 - Motivated and self-directed sales professional that can operate within guidelines assigned.
 - Exceptional communication, presentation and negotiation skills and positive professional attitude is required.
 - Advanced MS Office skills preferred.
 - Must demonstrate competence in performing cold calling, networking, target marketing to specific alliance prospects, and have advanced selling skills and existing relationships.
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MEASURES OF PERFORMANCE:

The following will be used to evaluate the performance of the Business Development Lead Representative-Strategic Alliances:

- Regularly meets performance targets for Sales Plan activities in alliance development
 - Regularly meets or exceeds sales quotas
 - On time performance, attendance and quality of Business Development Plans
 - Provides accurate forecasts and updates to the Strategic Alliances Manager or as requested by the Director of Sales or TERiX managing partners
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