
Job Description – Business Development Lead Representative-Channel

BASIC FUNCTION:

The basic function of the Business Development Lead Representative-Channel is to proactively and systematically pursue adding new partners and new business opportunities for channel business in the geographic areas 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-Channel:

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 quotas for new partner and/or new channel service customers, (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-Channel is responsible for ensuring that:

- All of the duties of the Business Development Lead Representative-Channel are completed as per the job descriptions
- Sales quotas are met as assigned
- 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

AUTHORITIES:

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

- Exercise the responsibilities and perform the duties of this position. This includes full decision-making authority for all responsibilities and duties associated with new channel partner business.

REPORTING RELATIONSHIP:

The Business Development Lead Representative-Channel reports to the Channel Manager

The following positions report directly to the Business Development Representative-Channel: None

QUALIFICATIONS:

- 6 years of demonstrated sales experience selling complex service oriented offerings via channels
- Experience in services industry is preferred, intangible product channel development is mandatory
- Motivated and self directed sales professional that can operate within guidelines assigned
- Exceptional communication, presentation and persuasion skills and positive professional attitude
- Advanced MS Office skills preferred
- Must demonstrate competence in performing cold calling, advanced networking, relationship development, target marketing to specific channel prospects, and have advanced selling skills.

MEASURES OF PERFORMANCE:

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

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