

## **JD – Senior Business Development Manager**

### **Job Specification:**

Seeking an experience business development manager with experience in client acquisitions to create sustainable differentiation in market through driving and supporting current partner ecosystems as well as identification, contracting, on boarding and driving new business revenue growth.

### **Responsibilities:**

- Responsible for developing and managing the company's strategic alliances and key partnerships to increase sales and market footprint in end user computing.
- Experienced in client's acquisition and selling solutions/value/outcome based on the understanding of customers businesses across multiple industries.
- Develop pipeline and opportunities at preliminary stage while working alongside with existing account management team throughout the sales cycle including pre-sales, proposal, pricing presentation and closure of deal.
- Prepare and conduct high impact sales presentations and engaging effectively across all levels of the customers' organizations.
- Ensure day to day operating requirements for assigned alliances and effectively managed with performance objectives – solutions and value added based.
- Developing and maintaining relationship involving planning and coordinating activities with partner, propose and develop solutions in resolving related issues that best address customer needs, and reporting results to management.
- Manage relationships with partners to help drive incremental revenue for company through enablement, marketing, education and superior's support - build mutually beneficial partnerships, negotiate terms and launch relationships, collaborating the partner marketing on the Go-To-Market approach.
- Conduct market analysis and evaluate industry practices and market status.

### **Requirements**

- Bachelor Degree in Computer Science/Information Technology with notable business experience in alliance management.
- Minimum 5 years successful alliance/partnership management or similar experience, ideally in the technology field.
- Demonstrate experience in developing and managing business relationships with strong interpersonal skills and the ability to influence other.
- Solid abilities in global thinking, problem resolutions and critical thinking.
- Experience in managing the execution of alliance/partnership management activities from start to finish.
- Strong time management, project management and organizational skills.
- Skills in conflict resolution, contract negotiation, financial management, change management and cross functional team management.
- Abilities to work under deadlines, manage to multiple demands/priorities, and be self starter with minimal supervisions i.e. take the initiatives and self accountable.
- Strong writing/communication, presentation and public speaking skills.