

Business Development Director

Allegient LLC, is an Indianapolis-based consulting firm providing project management in business solutions, business process, and software development for clients of all sizes in Indianapolis and Central Indiana. Allegient leverages a unique network of business partners to provide a comprehensive array of services to clients in a variety of industries. Allegient is able to position our solutions and offerings more successfully than other consulting organizations because of our premier Microsoft Gold Partner status, one of only 4 in Indiana, and being a Microsoft “Services Ready” partner for Microsoft Office Server (Moss) 2007, one of only 25 nationally.

Position Summary

Your primary mission as the Business Development Director for Allegient will be to drive the performance of our sales team, leading sales professionals who specialize in solution services. Previous sales management experience is a must, and success will come through leveraging your experience in implementing best practices and processes that have contributed to success with prior sales teams. We are also looking for sales leaders who are interested in and have a passion for Enterprise level selling, as this will be a hands-on role. We will look to you for assistance in closing large deals when needed. Strong relationship-building skills and a customer-first approach will also allow you to be successful in managing some of our key strategic accounts. Your solution-based selling background is a must, and experience selling within the IT industry is highly desired. Your emphasis will need to be on your ability to drive and motivate your sales team, while simultaneously being able to develop relationships with our client base. Take this opportunity to join an industry leader and create a long-term home for your sales career.

Responsibilities

- 60% management and leadership of Business Development team and 40% Enterprise Level Solution Sales
- Manage and grow a new customer base while achieving growth and gross margin projections
- Reach sales objectives consistently in terms of new projects and revenue attainment
- Proficiently develop and implement plans to take advantage of all sales opportunities in assigned geographic market
- Successfully develop new and expand existing customers accounts and relationships in assigned markets
- Participate on cross-functional selling teams to provide best total solutions to customers
- Develop and maintain contacts with Business VPs, CIO, PMO directors, software architects, software consulting engineers, and, CEO /Company Owners to promote company IT consulting services
- Effectively perform customer needs assessments, develop sales presentations and estimates, proposals, specifications and customer service presentations with minimal guidance
- Works with Operations and other inside and outside resources as needed to obtain sales
- Remain engaged on sold projects to ensure satisfactory completion and create outstanding customer value
- Assist customers and potential customers with problems involving the use of company services and recommend suitable resolutions accordingly

Responsibilities (cont)

- Develop strong relationships with existing and new customer base through participation in civic and professional organizations, sales meetings, workshops and seminars, and company meetings and events
- Remain current on market business and product trends
- Pursue in-depth product and service knowledge and expand selling, technical and financial skills
- Prepare accurate and thorough sales activity reports, forecast reports and expense tracking

Requirements

- Bachelor's degree in Engineering, Technology, Business Administration, Marketing, Finance or related field
- 10+ years of solution sales experience, 5+ years management experience
- Fully proficient at professional sales including consultative and solution sales, customer needs assessment and sales plan development including business case development, estimating, presentation/proposal, closing the sale, and customer follow up
- Strong end user selling and negotiating skills
- Must have deep IT consulting services knowledge, technical and financial skills
- Outstanding interpersonal skills, strong work ethic, self-motivated, and excellent presentation skills
- Very strong written and oral communication skills
- Self initiated, enthusiastic and driven to succeed
- Market knowledge of Indiana is a plus
- Ability to work independently, but also successfully work on a team