

Business Development Manager

Allegient LLC Summary

Allegient LLC, is an Indianapolis-based consulting firm that solves client's business problems or helps them take advantage of business opportunities by leveraging technology, applying methodology and discipline to ensure a high quality delivery of service. Our solution offerings include Enterprise Application Development, Business Process Management, Business Intelligence, Collaboration and Customer Relationship Management. Allegient leverages a unique network of business partners to provide a comprehensive array of services to clients of all shapes and sizes in a variety of industries across Central Indiana. 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

The Business Development Manager will identify, grow, and manage a new customer base by developing high quality total solutions which fit the customer's strategic and operational requirements.

Responsibilities:

- 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, Legal 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
- 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
- 8 to 10 years of solution sales 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
- Ability to effectively develop relationships with C-level executives and discuss their business problems while effectively working with lower and mid-level managers
- 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