



Solutions Business Development Executive

Reports to: VP, Solutions Delivery

FLSA Status: Exempt

Key Roles: Land, Expand

Territory: All

Summary job description

Collaborate with Regional Teams to support clients and drive solution sales leading with the InSource Way. Responsible for expanding our business in our current clients by leveraging our full portfolio of solutions. Also responsible for developing business through the pursuit and landing of net new clients with a focus on value/outcomes.

- Access Offering Managers or other SMEs to support sales as needed.
- Introduce Account Management for long term account relationship development.
- Handoff to Delivery team or CSAs for implementation, adoption and or follow through as appropriate.

In all client engagements, work with regional teams to set vision, ensure client satisfaction with solutions, focus on client experience, expand and extend. Focus is on business development and growth for InSource while driving outcomes that last for our clients

Essential job functions

- Manage and pursue identified opportunities in current client base, accepting handoffs from Account Management, Business Development, CSA, or other internal resources. Work with Regional teams for smooth handoffs in both directions.
- Pursue new clients through prospecting with inactive NS clients or through other resources.
- Receive and investigate leads; pursue or handoff to regional teams
- “Campaign” existing customers to introduce or familiarize them with solutions that may be of interest. Develop targeted customer lists for marketing campaigns.
- Utilize business acumen to translate solutions into business results. Proactively consult and present innovative and transformative ideas and solutions.
- Remain current on new technologies, trends and business. Be or become proficient in all advanced offerings.
- Bring Offering Managers or SMEs to client meetings as needed
- Strategize with management on market potential and sales strategies.

Expected Behaviors:

Client Focused - *Ensure clients get value from all they do with InSource. Listen, think then solve.*

- Come prepared and listen to understand. Use deep industry and technical experience and insights to drive challenging conversations. Identify appropriate solutions which could bring value to the business.
- Focus on client outcomes; and see this role as a catalyst for change.



- Ensure that clients find us effortless to do business with.
- Always search for the best technology and partners to best serve our clients and fulfill our mission.

Team Fueled - *Team is how InSource excels. Clients get the right person at the right time, even if it's not me.*

- Respect each other. Grow each other. Be unafraid to push each other to become better. Have each other's backs.
- Learn about others and model inclusive behavior. Value the whole person.
- Say something when something that is wrong. Take action and resolve issues.
- Diversity of thought and background brings richness to our decisions. Embrace alternative thinking.
- Fun is part of who InSource is. Work to live; balance is important.

Specific Skills:

- Entrepreneurial spirit which leads to success in driving sales growth in new and existing accounts.
- Proactive communicator/Listener with highly developed sense of urgency
- Able to create proposals and presentations; superlative communication skills
- Able to synthesize information in the moment, think on feet and adapt to changing requirements and conditions
- Self-starter, risk taker, driven to succeed
- Innovative thinker
- Strong knowledge of manufacturing practices, issues, metrics, etc.
- Able to lead a pursuit team by personal influence (without supervisory responsibility)
- Prepare /deliver effective sales presentations in-person and virtually
- Proven business acumen
- Accurately forecast annual, 30- and 60-day revenue streams
- Collaborator; great team player.

Experience:

- 5-7 years' experience in Sales with a focus on Manufacturing/Industrial,
 - developing relationships, advising, selling
 - pursuing leads and converting them to sales
 - prospecting and turning prospects into clients
 - solution selling with a focus on the client outcome
- Proven ability and proclivity to leverage a CRM
- Collaborative/team selling
- Virtual selling skills; sales must be in intangibles as well as tangibles
- Expertise selling services or consulting

Some (around 20% +/-) travel to visit with client