



Business Development Executive

West Team

Reports to: Manager, BD Team

FLSA Status: Exempt

Key Roles: Land, Expand

Summary job description

Collaborate with Regional Team to support clients and drive sales. Responsible for expanding our business in our current clients by leveraging our full portfolio. And, also responsible for developing business through the pursuit and landing of net new clients.

- 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, set vision, ensure client satisfaction with solutions, focus on client experience, expand and extend. Focus is on business development and growth for InSource.

Essential job functions

- Manage and pursue identified opportunities and expansions in current client base, accepting handoffs from Account Management, CSA, or other internal resources. Work with Account Management 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 Account Management
- “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.
- Lead the pursuit team through the sales process and govern the roles, responsibilities, and timelines/deadlines necessary for selling professional services paired with the full software portfolio.

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.
- Maintain both the technical and business acumen necessary to drive value for our clients and prospects.

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
- Experience in selling Industrial MES / MRP / MOM Software is preferred