

Job Description

Business Development Manager

North America

October 2015

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Introduction to Coevolve

Coevolve is a team of highly committed experts who have spent decades helping multinational corporations improve the performance of their global networks. While we have vast technical and commercial experience at improving these networks, we understand it is a means to an end. What really matters is improving the delivery of critical business applications across that network to the end users as a seamless user experience.

We help to address challenges that face those tasked with designing, implementing and managing global networks to continuously improve the quality, functionality, service delivery and return on investment of that network infrastructure. We do this by leveraging next-generation technologies like software-defined WAN, network virtualization and user experience monitoring tools.

We established Coevolve in early 2014, and are looking for someone with the desire, initiative and determination to help drive the growth of our exciting startup. Become part of our core team and help develop the compelling proposition and awesome culture we are creating.

Overview of the role

As the sales lead for the North America region based in our Chicago area office, you'll be responsible for driving the overall sales revenue in the region, while increasing Coevolve's strategic value. The ideal profile for this role is a highly motivated individual who has at least five or more years of solution and consulting sales experience in the high tech (IT, telecommunications, or Cloud) market.

Preferred candidates should have a strong track record of consistent sales success in developing and maintaining global enterprise accounts within large territories, success being defined by meeting and exceeding their sales plans and growing the scope of business sold to each client over time. A strong background and acumen in developing new sales opportunities within a "greenfield" territory as well as maintaining long term account / territory management. Additionally, candidates will have a strong history and background of working closely with partners to develop a differentiated position.

Responsibilities

- Build and develop comprehensive sales initiatives within the region
- Establish brand new prospect relationships leveraging existing networks alongside the drive to gain the attention of decision makers in multi-national Enterprises
- Build and maintain deep relationships with constant, highly professional interactions
- Increase Coevolve's visibility by actively helping all marketing efforts across the business and focusing them for success in your region
- Drive consulting and managed services sales
- Identify opportunities for new business, expansion into untapped markets and communicate strategy to address these opportunities to the CEO and CTO
- Become the "Point Person" within the region to drive revenue across Coevolve's services, leveraging our global team and resources
- Build cross-functional relationships within Coevolve to ensure timely and accurate forecasting
- Develop sales strategies with partners, leveraging the resources of these partners to help accelerate sales growth
- Other tasks will include sales plan reviews, weekly forecasting reviews, and quarterly sales review with the management team

The Business Development Manager opportunity is ideal for those with exceptional influencing skills, ability to communicate on all levels and exude a positive attitude and high energy to achieve maximum results

Qualifications

- Bachelor's Degree
- Five or more years in Enterprise Sales with a successful sales track record selling services, and/or consulting into large enterprise accounts in the region
- Networking / telecommunications / cloud service industry experience highly desired, but not required
- Experience in both start-up and larger technology companies is a real plus – understanding of the ambiguity and fluidity required in a startup along with the structure and resources in large organizations like our clients and their incumbent suppliers
- Must have excellent people skills/influencing ability and effective in sustain business relationships

Interested in this position? Get in touch today!

(individual applicants only; no agencies please)

<http://www.coevolve.com/join-us>

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