



Example of Business Development Senior Specialist Job Description

Powered by www.VelvetJobs.com

Our company is searching for experienced candidates for the position of business development senior specialist. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for business development senior specialist

- Locates, defines, qualifies and funnels new-business leads to our New Business Enablement Team, so these leads can be appropriately distributed to assigned Global Sales Associates for negotiating and closing new business contracts
- Keeps track of new business deals closed and related revenue generated against projections
- Collaborate and partner with each segmentation of MHG's sales teams, including SMB, Enterprise, Channel, or Government
- Through research, develop valid business reasons (VBRs) to compel customers to utilize our solutions
- Parse leads to the appropriate sales team based on client need and size of potential opportunity
- Quickly demonstrate a broad understanding of Miller Heiman Group solutions and articulate the value proposition to schedule appointments
- Work with Sales Management to identify and prioritize list of target Account opportunities for each 'prospecting cycle'
- Work with Sales Management to establish and execute a comprehensive sales plan for each target account
- Maintain visibility within customer organization
- Analyze potential opportunities and develop sales plans for each target account

- Be familiar with key personalities in HR community
- Good understanding of HR organization and needs
- 3 -5 years of experience in enterprise software sales, sales enablement industry operations, and corporate development
- A lean leader with extensive experience driving a lean business system across a multi-functional, multi-site, global matrixed organization with outstanding business results
- 5+ years, hands-on track record of training, coaching and implementing successful TPS-based Lean business system with value-stream mapping and follow-up kaizen events, focusing on cell design, material flow, 5S, visual factory, lean in the office, lean sourcing, etc, and experience as a lean sensei coaching facility leadership and employee teams
- Superior leadership skills with proven ability to effectively coach and develop diverse teams of people, and facilitate effective cross-cultural business interaction