



Example of Business Representative Job Description

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Our company is searching for experienced candidates for the position of business representative. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

Responsibilities for business representative

- Provide leadership and coordination of business partner relationships for Collaboration and Talent Management Partner types include Global Systems Integrators (GSI's), System Integrators (SI's) and other local geographic partnerships across North America
- Develop executive level relationships with covered partners
- Build and execute partner plans with all partners
- Coordinate partner enablement (training) with a technical counterpart
- Lead, co-create and drive co-marketing initiatives with partners
- Create and lead sales prospecting tactics
- Address, delegate and resolve all obstacles to success
- Drive recruitment of new partnerships
- Extend current and build new GSI and SI relationships
- Evangelize the Partner's capabilities, domain expertise, and value proposition to the field sales force

Qualifications for business representative

- Ability to really listen to a prospect and their day-to-day challenges
- Ability to identify the key needs of a prospect and the translate those needs into possible solution-sets
- Flexible attitude and demonstrated ability to go above and beyond the job description to achieve success

- Experience working with Salesforce.com CRM
- Highly technologically adept with a proven proficiency in Word, Excel, Outlook, Power Point, CRMs and other online resources for information