



DES GROWTH PARTNERS

EXECUTIVE SEARCH SERVICES

Job Description

Role: Commercial Lead - Telco

Type: Sales & Business Development

Locations: Seattle, Dallas, Boston/New England, Philadelphia, Washington, DC

Opportunities may become available in other major metro areas

About our Client:

Our client is a global leader in creating and delivering digital transformation solutions in collaboration with the world's most customer-centric companies. Our client is comprised of talented people who are experienced, dynamic, and collaborative and have a passion for harnessing technology to transform the world.

About the role:

An exciting opportunity exists for an experienced, growth focused business development professional to join a dynamic sales team to lead the **Telecommunications** account growth for strategic enterprise accounts. If you thrive on creatively partnering with clients, on their business challenges and building long-lasting client relationships in a rapid growth services company, this role is for you.

This role is responsible for the acquisition and development of strategic customers, by driving new business campaigns to engage with new prospects and sell targeted solutions, developed by our technology and industry experts. Experience within our core industries, and a strong network inside target accounts will be a definite advantage. This position will have oversight for a single strategic account or a select number of fast-growing core accounts.

The right candidate will come from a global digital transformation services company and will have the capacity to represent a broad range of solutions across business strategy, experience design, software engineering, automation, and operations. Candidates must have experience interfacing and expanding relationships with business and IT decision makers, and CXO's. Experience within the industry is required and strategic account management skills along with a strong network inside target accounts is desirable for this role.

You will be responsible for:

Understanding the digital transformation landscape.

Understanding the service offerings and the value they creates for clients.

Creating and Maintaining strong relationships with IT and business decision makers.

Delivering sales presentations to decision makers.
Building a healthy pipeline to achieve sales goals.
Working on strategic initiatives to execute 'Go to Market' campaigns.
Coordinating Service Line presentations to decision makers.
Developing the SOW's in collaboration with SL and delivery teams.
Managing the complete business development lifecycle from lead to engagement.
Managing the sales operations and business development activities.
Providing insights into industry trends, priorities, challenges, and market opportunities.

Successful candidate will have an existing network of relationships within the business and IT decision makers at various levels.

Your skills and requirements will include:

- Prior work experience in a strategic consulting or software transformation services company.
- Robust knowledge of the **Telecommunications** client/industry space.
- Knowledge of industry trends and priority of areas for identifying opportunities.
- A solid personal network for opportunity generation and validation of solution fit to industry challenges.
- Demonstrable expertise in driving business activity to a successful outcome, able to think outside of the box, but target driven and focused,
- Good team building and customer service skills that can help drive client satisfaction.
- Business Development mentality and approach.
- Previous experience achieving revenue targets and strategic growth.
- Hardworking, with exceptional presentation and communications skills.
- Able to negotiate effective commercial terms and agreements.
- Bachelor's degree in a STEM disciplines would be advantageous.

Submit resume to: Stan Marts, smarts@desgp.com