



Managing Director, Business Development – Media

Location: Los Angeles, CA (preferred) but open to someone on the West Coast with ties to the area.

Overview

The Hiring Company partners with the world's most customer-obsessed companies to design, build, and run pioneering digital transformation solutions that power their clients' success. The Hiring Company deploys teams that are experienced, dynamic, and collaborative with a passion for how technology is transforming the world.

An exciting opportunity exists for an experienced, growth focused business development professionals to join a dynamic sales team to lead the account growth for strategic enterprise accounts in the Media & Entertainment market. 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 existing clients) and sell targeted solutions, developed by the Hiring Company's technology and industry experts. Experience selling digital solutions within the Media & Entertainment sector, 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 professional services industry is required and strategic account management skills along with a strong network inside target accounts is desirable for this role.

Responsibilities

- Understanding the digital transformation landscape.
 - Understanding the service offerings and the value they create 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 service line 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.

Qualifications

- Prior work experience in a strategic consulting or software transformation services company.
- Robust knowledge of the Media & Entertainment 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.

Send resume to Stan Marts, smarts@desgp.com