
Job Title:	Business Development Manager
Location:	Major US City
Employee Type:	Full-time
Industry:	Information Security
Manages Others:	No

Established in 1998, IOActive is an industry leader that offers comprehensive computer security services with specializations in smart grid technologies, software assurance, and compliance. Boasting a well-rounded and diverse clientele, IOActive works with a majority of Global 500 companies including power and utility, game, hardware, retail, financial, media, travel, aerospace, healthcare, high-tech, social networking, and software development organizations.

Job Requirements

- Bachelor's degree preferably in Business, Marketing, or a technology field. Successful related work experience in the IT Consulting Professional Services industry may substitute.
- Minimum of 3 years proven outside direct sales experience with focus in consultative and solution-oriented sales approaches. Sandler methodology preferred.
- Knowledge in one or more of the following industries: Information Security, Software Development, or Consulting.
- Experience with premium, complex B2B technical/professional services sales, with sales cycles that range from three months and up and require four or more sales calls from contact to close.
- Proven experience in developing account penetration and development strategies, conducting cold calls, qualifying prospects, leading technical directors in sales process and strategy, making sales presentations, closing techniques, and developing service and pricing proposals.
- Ability to call confidently on the highest-level decision makers in an organization for each represented area; for example, VP IT, CISO, Director, or Program Manager.
- Demonstrate success at working in a fast-paced, highly-competitive, deadline-oriented environment.
- Self-motivated individual who exhibits a sense of urgency in all sales- and service-related activities.
- Exceptional communication, presentation, follow-up, negotiation, and closing skills. The position requires a strong emphasis on the ability to listen and lead account teams.
- Ability to develop account teams with Directors of Services and Information Security Consultants, and work effectively in team environments.
- Ability to establish and build relationships quickly with global team members as well as within customer accounts.

- Demonstrated leadership skills, initiative, and creativity with the ability to identify and convey successful sales/marketing approaches and techniques—this includes PC and Internet skills with a firm grasp of how to use Microsoft Office including Word, Excel, and PowerPoint.
- Willingness and ability to facilitate smooth transition of account management responsibilities to a Director of Services after initial customer ramp-up is completed. The BDM will maintain a high-level relationship with the account and earn residuals after transition.
- Occasional travel is required.

Job Description

- Develop and implement sales strategies for new accounts, incorporating a strategy that targets different prospect types with offerings that are cyclical in nature, while allowing them to be responsive to emerging offers that will allow the company to tap new markets.
- Develop and implement sales strategies that will reactivate dormant accounts as assigned.
- Identify prospects and develop sales strategies to secure new business—this may include target campaign strategy development, cold calling, prequalification, scoping calls, competitive analysis, coordination of presentations and proposals, and follow-up activities coordinated with that plan and approach.
- Develop account sales plans and approaches with the VP Business Development.
- Conduct prospect and account sales calls both independently and jointly with management and staff as prioritized by the VP Business Development.
- Work closely with Directors of Services to identify business types the team is most likely to fill successfully.
- Meet regularly with management to review and coordinate sales efforts, ensuring continued focus and success in meeting and exceeding individual and area sales activity and revenue targets set by VP Business Development.
- Maintain a close working relationship with home office to drive activity and results by way of leveraging and consistently applying corporate best-practice sales processes and initiatives.
- Manage an assigned lead queue that includes research and acquisition of targeted lead and call lists.
- Partner with SMEs in home and field offices to enhance/supplement industry and offerings knowledge, and plans/presentations as needed to close deals.
- Ensure timely and proper follow-up for all assigned leads.
- Manage schedule and track assigned RFPs.
- Track all prospects, leads, contacts, accounts, and opportunities in corporate CRM/SFA tool (currently Salesforce.com).
- Learn and use IOActive's corporate sales methodology.

IOActive offers all the advantages one would expect from an industry leader including a competitive salary and comprehensive benefits package including medical, dental, vision, and life insurance; holiday and vacation pay; 401K; FSA; and much more.

IOActive is an Equal Opportunity Employer (EOE/AA).