

United States Jobs Expertini®

Business Development Executive

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Company: TD SYNEX

Location: United States

Category: other-general

About the Role

Shyft Global Services. Identifies, develops, and manages multiple relationships at a corporate management level to position overall value to the organization, while providing local Shyft Global Services Acts as a direct point of contact for strategic medical technologies and is responsible for driving the strategic relationship for management with strategic direction and plan implementation to drive maximum market share.

What You'll Do

Creates and owns customer business plan and pricing model that includes:

- Shyft Value proposition and offerings

- Geographic coverage mapping

- Comprehensive Marketing plan for new business, installed base and renewal/annuities business, and program expansion.

- Establish quarterly and annual sales goals, reporting and reviewing actual vs goals - Solutions Path engagement, training and certification schedule.

- Monthly sales review and action item list

- Quarterly business review with BU management and related Supplier team. Provide an increased level of account coverage in order to:

- Develop and enhance our executive level customer relationships within our strategic

customers - Grow share of wallet in winning more business lines by improving the customer experience with Shyft Global Services by incorporating more Shyft branded services and focus on solutions and customer satisfaction

Identifies sales leads for the field organization through Corporate Management by identifying opportunities, developing operational plans and providing leadership to advocate Shyft Global Services capabilities at the customer & corporate management level utilizing the customer assigned account team.

Communicates with the customer on a proactive basis in order to identify customer satisfaction issues and isolate root causes of any perceived problems.

Work with Business Unit owners to design corrective action plans that resolve identified problem to improve customer relations.

Coordinates the action plan requirements to appropriate support groups (e.g. Shyft Global Services) Owns and manages strategy for the customer.

Ensures cross-divisional teamwork in order to leverage value in achieving the customer's business vision

What We're Looking For

Expert knowledge of assigned product / service line and broad understanding of how they integrate with the organization's entire product / service line. (Typically works on a cross-section of large and/or prominent accounts with several changing variables and complexity).

Work is performed under very limited direction. Has considerable latitude in determining best approach to sales and service tasks.

Maintains excellent rapport with existing clients and frequently interacts directly with new prospects to build customer base and increase sales. Provides input to sales management.

Actions impact the organization. Failure to accomplish work or meet customer expectations will result in the inability to reach crucial organizational sales goals and may cause long-term damage to client relationships.

Has strong business/financial acumen and can understand and quantify the value of Shyft Global Services by leveraging customer P&L and balance sheets to demonstrate positive return.

Work Experience:

6+ years' experience in Enterprise sales -Technology or solution based selling experience is encouraged but not required.

Experience working with Technology OEM's.

Education and Certification(s):

Bachelor's degree or equivalent experience from which comparable knowledge and job skills can be obtained.

Distinguishing Characteristics:

Possesses expert knowledge of Services programs and processes for multiple brands.

Exhibits the ability to interface with the customer of increasingly more complex engagements (Assigned portfolio is typically comprised of increasingly diverse customer base of strategic national accounts.)

Responsible for selling company products & services, developing new accounts and/or expanding existing accounts.

This role is typically assigned to large and more complex accounts.

Salary Range Requirement

Actual annual compensation offered will be based on several variables including geographic location, work experience, education and skills/ achievements, and will be mutually agreed upon at the time of offer

This base salary for this position starts at **\$126,000.**

This position has a substantial incentive compensation component.

What's In It For You?

Elective Benefits: Our programs are tailored to your country to best accommodate your lifestyle.

Grow Your Career: Accelerate your path to success (and keep up with the future) with formal programs on leadership and professional development, and many more on-demand courses.

Elevate Your Personal Well-Being: Boost your financial, physical, and mental well-being through seminars, events, and our global Life Empowerment Assistance Program.

Diversity, Equity & Inclusion: It's not just a phrase to us; valuing every voice is how we succeed. Join us in celebrating our global diversity through inclusive education, meaningful peer-to-peer conversations, and equitable growth and development opportunities.

Make the Most of our Global Organization: Network with other new co-workers within your first 30 days through our onboarding program.

Connect with Your Community: Participate in internal, peer-led inclusive communities and activities, including business resource groups, local volunteering events, and more environmental and social initiatives.

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