

United States Jobs Expertini®

Business Development Senior Executive - GEM (San Francisco)

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Company: TMF Group

Location: United States

Category: business-and-financial-operations

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The Business Development Senior Executive is responsible for creating and closing local sales opportunities, bringing in new local business to the market and expanding existing customers within the market. This individual will support inbound sales processes by providing with proposals to global sellers, while also upselling and cross selling to an existing client portfolio. Will be responsible of non-complex renewal processes. Analyzing existing customer's service portfolio to develop a hit map of additional services, including one off, to upsell and cross sell in existing customers. Build an Expiring Contract map by country and for non-complex renewal, develop a T-12 activity plan for each contract expiration to ensure renewal on time. Develop the business by building new business pipeline, as well as upselling and cross-selling to existing clients. Work as part of a deal team to ensure the best customer experience and response. Including deal sharing across different sales teams (markets and regions) to increase chances to win the deal and learn from others in the process. Execute marketing campaigns to develop the required pipeline. Adopt and maintain TMF Sales Processes and Systems as part of his / her daily job (including CRM weekly maintainance, CRM Data Accuracy, Sales Forecasting process, Proposal building tool, Deal Qualification tool, Sales Dashboards, etc.). Provide support to Local Office sales and Professional Sellers with Standard Proposal generation and delivery. Support inbound sales processes by providing with proposals to global senior sellers. Support local

office with administrative tasks (update CRM, follow up on KYC process). Work as part of a deal team to ensure the best customer experience and response. Meet monthly, quarterly, and annual sales targets. Key Requirements: Bachelor's degree, preferably in business, sales, marketing, or a related field. Relevant working experience in a commercial environment, or in consulting, accounting, or law firms. Very good English written and verbal communication skills. Ability to build strong relationships with clients at all levels. Able to "solution sell" where the ability to listen to the clients and understand what they really need is more important than a hard sell. Self-motivated and able to work both independently and as part of a team. Strong communication, very good negotiation and influencing skills. Results-oriented, and able to manage their priorities/workload. Good time-management skills and organizational skills. High attention to detail. Experience working in or with direct sales, pre-sales and/or enablement in an enterprise software and/or SaaS environment. Strong critical thinking and problem-solving. Proficient in Microsoft Office. Experience in Microsoft Dynamics CRM or Salesforce a plus.

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