

United States Jobs Expertini®

Client Director, State of New York

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Company: PruTech Solutions, Inc.

Location: United States

Category: other-general

Who we are: PruTech is a professional services company with leading capabilities in digital transformation, cloud computing and cyber security. We offer Strategy, Consulting, Technology and Operations services. We embrace the power of change to create value and shared success for our clients, people, partners and communities. You will be a member of PruTech's Public Sector Sales Team, a group who is dedicated to helping government agencies and other public service organizations deliver better social, economic and health outcomes for the people they serve.

You are: The Client Director will drive sales process and outcomes on a dedicated basis to the State of New York Agencies, Departments and Authorities, growing a profitable pipeline and backlog of sales through deal origination, sales negotiations, and closure. The Client Director develops strong client relationships, brings the best of PruTech to grow quality pipeline, wins profitable deals, and manages sales activities with the objective of creating mutually beneficial, trust-based relationships that create value.

Develop and maintain trust-based relationships with C-level and departmental client executives. Originate and sell comprehensive deals with various integration and operational components. Orchestrate and lead the entire origination process for a large deal working with the Sales Support team and relevant subject matter experts. A focus on the entire sales life cycle of an opportunity from origination to closure. Be the lead in ensuring the PruTech Sales Methodologies are implemented and followed to maximize win probabilities across a portfolio of assigned accounts.

Location: Travel is expected across the State of New York for on-site sales meetings with prospects, clients and business partners.

What's in it for you? You will be part of a diverse team, pushing the

boundaries of new business capabilities and emerging technologies and services, sharing their experiences and lessons learned with each other. You'll have the chance to thrive in an environment where your ideas are valued and your voice matters. At PruTech, you will be able to work on meaningful and innovative projects, powered by the latest technologies and industry best practices such as event-driven architectures and domain driven design. You'll be immersed in the design and implementation of human-centric solutions to help solve complex challenges with some of the world's largest companies.

Qualifications Here's what you need:

- Existing trust-based relationships with State of New York government executives
- Minimum of 5 years' experience shaping, negotiating, and closing large complex multi tower deals within Public Services Clients
- Minimum of 5 years' experience originating and capturing complex multi-tower service deals, preferably in value greater than \$5M
- Understanding of technology platforms such as Microsoft, Salesforce, AWS, Google Cloud, Adobe, ServiceNow, etc.

Professional Qualifications:

- Proven deal sales leadership originating and closing multi-discipline (consulting plus outsourcing plus technology) services opportunities to departments / agencies in State of New York local governments.
- Work(ed) in or sold to government agencies
- Conversant in emerging trends in IT and Business
- Client facing (from deal qualification through close)
- Has or will earn credibility with state and local client executives
- Ability to network across PruTech, establish trust-based relationships internally to get support for client sales objectives
- High energy level, sense of urgency, decisiveness, and ability to work well under in a team selling environment
- Strong facilitation and communication skills - both written and verbal
- Team player of unquestionable integrity, credibility, and character
- Strong leadership, problem solving, and decision-making abilities
- Ability to interface and negotiate with senior client executives

Bonus points if:

- Previous experience in conceptualizing, planning, and implementing new products or services for a large business entity
- Services delivery experience (consulting and/or technology)
- Experience selling new/emerging technologies
- Ability to learn, navigate a complex organization with several priorities from different parts of the organization

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