



Vice President of Business Development

Join a leading provider of cloud-based solution products that improve identity access management, collaboration and supply chain management as **Vice President of Business Development**. The company serves numerous industries, with over 100,000 organizations in more than 50 countries worldwide. The VPBD will be responsible for the company's sales to customers, and will devise and implement strategic sales initiatives and new business development efforts in order to achieve year-over-year revenue growth. The position will be based in the Washington, DC area. The responsibilities of this position includes:

1. **Strategic Sales Plan:** Craft a strategic sales plan that will grow the company's market share and generate revenue for the business in the Aerospace & Defense and Life Sciences & Healthcare market verticals, as well as identify growth opportunities in adjacent spaces.
2. **Sales Process & Management:** Devise and institutionalize a robust sales process that will maximize the performance of the sales organization, attract and secure more qualified sales/business development leads, and deepen the company's penetration into the marketplace through the expansion of both new and existing accounts.
3. **Organizational Development:** Develop a sales force capable of driving the future growth of the business and supporting the achievement of the company's strategic objectives.
4. **Technology Roadmap/Feedback & Innovation:** Provide a customer focused approach to feedback to the Product Strategy and Development groups for the company, ensuring they can update products and keep them current and cutting edge in the marketplace.
5. **Customer Relationships:** Develop relationships with key customers at the highest levels and actively promote the company's span of capabilities and solutions to customers so as to improve the company's image and increase revenues.
6. **Executive leadership:** Provide a strategic, consultative sales intelligence to the leadership team by identifying their needs and seeking to coach the senior leadership team on a full range of business solutions. This will require regular interface with the President & CEO, CFO, CTO, CISO, SVP Product Solutions, VP Strategy & Corporate Development, VP of Operations, and Head of HR.
7. **Leading the Implementation Team:** The sales organization is not only responsible for the sale of the solution, but also implementation as well; the VPSM will be pivotal in identifying improvement in all areas of productivity, process and efficiency for the Implementation team.

BACKGROUND AND EXPERIENCE:

The ideal candidate will have the following education, work history, knowledge and skills.

Education: Bachelor degree is required. Major in Engineering or related technical field is preferred. Graduate or MBA degree is a plus.

Experience, Knowledge and skills: 10-15+ years of experience leading a sales organization in a SaaS or PaaS environment is required.

- Experience selling a portfolio of SaaS or PaaS products (i.e. complex enterprise sales) across a multitude of use cases characterized by a high level of complexity and requiring adaptation and flexibility. Use cases can include Identity Access Management, Risk Management, Enterprise Collaboration, and/or Supply Chain Collaboration & Management.

- Experience selling to customers running businesses in a complex, highly regulated environment, such as those regulated by the government and/or other rigorous regulatory bodies is a plus. Industry experience in either Aerospace & Defense or Life Sciences & Healthcare is a strong plus, but the candidate can come from any industry as long as it is an ecosystem that is highly regulated.
- Solid sales (hunter) personality with a strong desire and ability to add new client companies and drive new revenue. Proven ability to identify and develop new and creative channels for revenue generation and obtaining new business.
- Strong foundation and proven track record for managing opportunities through the entire sales cycle necessary, from lead generation to negotiation/close and implementation/follow-up required. Must be comfortable with the entire sales process and operate with a strong sense of urgency for achieving revenue targets.
- A mix of leadership sales experience from both large and small companies required.
- Experiencing leading a team of sales professionals is required.
- Excellent analytical, abstract reasoning, and organizational skills
- Excellent organization, communication and presentation skills

Contact: Kaitlyn Nash Kaitlyn@bobsearch.com- (949) 471 6200