

## **Business Development Manager - LatAm**

**Region: LATAM**

**Location: Mexico**

### **Key Accountabilities:**

- Support and drive sales activities and grow the direct business as a Business Development Manager.
- Create and drive a Demand Generation Strategy for retail industry
- Capable of managing direct sales process for strategic opportunities in new markets
- In charge of developing close relationships with key target customers.
- This person will interact with other departments such as: Marketing, Professional Services, Global Support and Product Management.
- Meet and exceed revenue and profit targets for the region and channel partners
- Work with regional management to develop a partner network strategy to open and grow new vertical markets, expand existing vertical markets beyond current growth rates, and exceed targets.
- Proactively assess, clarify and validate channel partner needs on an ongoing basis
- Provides basic technical and commercial support to indirect partners
- Support the implementation of the regional commercial and marketing plan, including tactics to accomplish growth targets.
- Works closely with Regional Head and Executive Management team to execute tactics to achieve business objectives.
- Provides feedback, information, market intelligence and recommendations to improve market penetration.
- Manages weekly forecasting routines for all direct and channel partner leads and opportunities.
- Populate and update Salesforce CRM with projects, forecast and strategic data of customers from the target region.
- Works in partnership with marketing and product management, provide input on both marketing and technical resources needed to ensure the highest quality training for our partners.
- Highly effective in a matrix organizational environment
- Clear and engaging communication and presentation style
- Builds rapport and robust relationships as well as influencing at all levels including C-Level.
- Resilience and resourcefulness to make change happen, no matter how challenging
- Maintain and expand CitiXsys Channel Partner Network to maximize indirect revenue generated from partners, ensuring channel account plans
- Support and drive sales activities and grow the indirect business through the partner network.



- Self-driven
- Measures of Success:
  - Meet Revenue Targets
  - Maintains high partner satisfaction ratings
  - Expansion of successful channel partners
  - Meet revenue objectives, partners' expectations, and customer satisfaction metrics
  - 100% support and subscriptions annual renewals

#### **Essential Requirements:**

- 12+ years of corporate sales experience working in Direct Sales, Channels / Resellers / Partner environment.
- Experience in selling Retail Software
- Fluent English
- Substantial experience in sales
- Experience in partner and channel management a plus
- Degree qualified or professional qualification preferred
- Ability to manage the life-cycle for direct or channel engagements, from scouting and alignment, negotiations to close agreements, successful on-boarding, and hands on operational help.
- Residence and available to work in Mexico
- Availability to travel inside the country and near countries with possibility to spend nights outside and weekends

#### **Additional Responsibilities:**

- Organizes time to cover ongoing priorities and will make arrangements to cover whenever absence is unavoidable; understands that rewards are commensurate with effort and invests the time to get the job done; uses time efficiently during regularly scheduled hours so that extra hours are not inevitable, but is responsive to additional requirements or demands when necessary
- Increases sales with existing customers by stimulating the demand for currently purchased products and services; makes a proactive effort to build volume within established accounts by expanding the breadth of products purchased; monitors the potential for growth in volume by regularly tracking the purchasing history and spotting trends or problems in need of a solution; sees herself as responsible for facilitating the customer's reorder and replenishment process
- Focuses on sharing information in an exciting and memorable manner; prefers group presentations; focuses equally on preparing delivery and content; stages a formal presentation to promote a more intangible product or service; responds to audience cues and reactions by altering a prepared presentation as it progresses
- Uses strong personal identification with the product to influence others to promote and sell the product line; keeps the distributor fired up and committed to buying



into a program or plan; works with other salespeople to help them close the large or elusive deal; breaks up the selling cycle into small increments and sets goals for each step; maintains the pressure to move forward through each step without becoming too pushy or overbearing; proactively reinforces the purchase decision, recognizing the risk that a product or program can be supplanted by the competition.

- Demonstrates a commitment to the continuous education and training of others as a means of increasing their overall competency and productivity; prepares more structured sessions to cover the most critical areas of learning for the audience; stays on top of information needed by colleagues and customers in an effort to serve as a resource; takes responsibility for motivating others to learn and retain key information; reinforces what is being taught through periodic repetition; regularly assesses individual and group competencies and routinely addresses them by adjusting the training
- Understands the critical role joint calls play in the ongoing development of salespeople; commits to using joint sales calls as opportunities to share expertise; demonstrates effective techniques; observes progress and judges the effectiveness of assigned salespeople; is dedicated to providing backup and expertise to help salespeople secure a close; accepts a supporting role in the sales process and sets level of involvement in accordance with what the primary salesperson needs
- Develops a comprehensive knowledge of products and potential applications; understands that up-to-date knowledge is required to maintain credibility as a subject matter expert with distributors and end-users; acquires knowledge through sources of published information supplemented with personal internal and industry contacts; keeps current on product/service developments through more formal learning opportunities; assumes the role of resident expert and develops product knowledge for the purpose of serving as a resource to others