



July 2021

VirsaE Inc.

P O Box 59366

San Jose, CA

95159-0366

USA

VIRSAE POSITION DESCRIPTION

Position: **DIRECTOR OF BUSINESS DEVELOPMENT**
Position Management: **VP SALES, N. AMERICA**

Description

With the unique ability to combine our leading service management platform with big data and artificial intelligence, VirsaE is revolutionizing the way service is delivered. We are the most significant influencer in the unified communications and contact center markets, leading with innovation, integrity, and a “customer first” mentality. With VirsaE you can already see what the future looks like – clarity for the data age!

VirsaE is searching for an accomplished Director of Business Development (DBD) for N. America. The DBD is a strong Hunter, recognized as an advanced individual contributor with mastery of sales techniques. A successful candidate will have a demonstrated track record of success in identifying, qualifying, and closing business opportunities directly to large Enterprise customers.

The DBD will:

- Demonstrates knowledge of the industry and VirsaE solutions and value propositions
- Work with Marketing to increase top of funnel Sales Qualified Leads (SQL)
- Work with Operations to ensure operational and contractual compliance
- Work with Customer Success to assure an exceptional customer experience
- Promote teamwork and camaraderie amongst co-workers

Qualifications

Tertiary qualifications are not necessarily a prerequisite and suitable work experience will be considered a qualification.

- 5 or more years of experience selling technology solutions to large Enterprise
- Minimum of 3-5 years of Enterprise business development experience in a relevant SaaS industry or contact center solutions
- Experience with Healthcare, Finance Industries, and Contact Center technologies highly preferred
- Demonstrated ability to identify, manage and close large, complex opportunities
- Highly-motivated self-starter requiring minimal management and possesses leadership skills and suggests ideas for the company’s development
- Excellent communication skills with the ability to create and deliver high quality communications and customer presentations

- Effective negotiator of mutually beneficial enterprise SaaS contracts
- Apply agile methodology to continuously improve sales strategies. Find new ways to source opportunities in new or existing markets and verticals
- Experience working in a fast-changing environment that requires strategic thinking, resourcefulness, and results-oriented decision making
- Strong sense of urgency and personal accountability
- Demonstrated interpersonal and conflict resolution skills
- Ability to communicate with all areas of the company at all levels within the organization
- Must be hands-on with solid attention to detail
- Proficient working knowledge of all Microsoft Office software applications and SFDC

Duties

Responsible to meet or exceed monthly, quarterly and annual new revenue sales targets, with proven ability to exceed annual sales revenue quota of \$2M

- Identify, qualify, and close opportunities. The DBD's primary focus is to build and execute a robust pipeline of opportunities that align with the strategic vision for growth within North America
- Pursue sales leads to identify, qualify and close sales, using face-to-face meetings and remote engagement with customers over the phone, Internet (e.g., LinkedIn, email, video conferencing, etc.)
- Manage daily sales activities to achieve revenue objectives for new business
- Maintain timely and accurate account records and sales forecasting in Salesforce.com
- Ensure communication to key stakeholders of market needs, competitive intel and product requirements
- The DBD must be willing to travel both domestically and internationally. The DCD should have an up to date passport

Salary

The salary of the DBD is made up of a base component and an "at-risk" component that is related to revenue targets for new business. The total package is designated On Target Earnings (OTE). In principle, Virsae expects the DBD to achieve their OTE.