

POSITION DESCRIPTION

POSITION TITLE: Business Development Manager

DEPARTMENT: Sales

LACATION: Chennai, Bangalore, Kolkata, New Delhi

POSITION REPORTS TO: National Sales Manager

POSITION PURPOSE

We seek highly motivated Managers who have the ability to contribute to the Company's development and achieve results. We have a team-based, self-driven, positive & motivated culture where team members are always striving to exceed mutually agreed performance goals.

In addition to the market based compensation and other training & team benefits, CyberLearning offers incentives and recognitions for exceptional performers. The Business Development Managers will manage all business development aspects of CyberLearning business in the assigned territory. While focusing on business growth, he/she will be balancing the time on sales support, partner management, and sales training/nurturing of the partners.

ESSENTIAL FUNCTIONS AND BASIC DUTIES

The Business Development Manager will be responsible for:

1. Meeting and exceeding quotas
2. Follow CyberLearning's rules of engagement
3. Manage and be the main point of contact for assigned alliance partners
4. Identify new partners that fit within CyberLearning's ideology of creating WIN-WIN situations for partner and CyberLearning
5. Support partners to drive business growth through sales best practices, and partner training
6. Manage sales orders and provide status to partners
7. Communicate with partners on new products and service offerings
8. Work with marketing and launch new partner recruitment drive(s)
9. Learn new skills and upgrade current skills by attending company sponsored trainings and self-paced eLearning

10. Attend related trade events
11. Keep abreast of competition, competitive issues and products.
12. Prepare and deliver PowerPoint presentations, reports, and price quotations.
13. Conduct contract negotiations.
14. Manage required sales pipeline

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15. Work with partners to establish and execute partner quarterly/annual sales plans.
16. Conducting seminars at the educational institutions

Success Metrics

1. Quota attainment.
2. Pipeline quarter over quarter growth.
3. Training and support of partners.
4. Growth of partner business

QUALIFICATIONS

1. MBA degree preferred. Bachelor's degree required preferably in Business Administration.
2. 5+ years' sales experience in IT, education and/or solution sales.
3. Knowledge of higher education industry or Channel business preferred.
4. Excellent communication skills (verbal and written).
5. Successful achievement of 1M+ quotas.
6. Ability to manage a pipeline with multiple accounts and partners.
7. Ability to work in a team environment.
8. Proven success prospecting, building a pipeline, moving opportunities through the sales cycle; proposing, presenting and discussing solutions with C-level and other decision-makers.
9. Ability to craft custom solutions that meet business goals based on client discussions.

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