



TRI-MAR CONSULTING

Job Opening
Toll Free: 1.800.588.1751

Location: New York, NY

Position: Business Development Manager

Company Profile: Our Client, a global professional services organization that services top financial institutions is looking for a business development / sales manager to join its Capital Market Practice. This unique opportunity will provide the right individual the ability to work with a strong team of sales professionals and strengthen their own existing business development skill set.

Responsibilities

- Implement weekly sales strategies
- Develop and maintain strategic relationships with clients
- Identify and remain current with rapidly changing trends in information security
- Participate in events and webinars to identify new trends and opportunities
- Build on and expand company's presence with our top financial and insurance clients including: targeting managers, building ongoing organizational charts and cross selling Company's service offerings
- Responsibility for building and managing individual profit and loss sheet with rewards based on success rate
- Reports directly to Director of Business Development

Requirements

- Minimum 1-5 years sales experience preferably in a technology field within the tri-state area
- Experience in writing non standard proposals that include a high level project understanding, team building and project plan development
- Engagement management experience
- Experience with managing a Fortune 1000 company in an account executive role is required
- A good understanding of professional services is a plus
- BA in Marketing or Computer Science and/or MBA is a plus

Compensation

- Competitive salary commensurate with experience
- Bonus calculated as part of revenues brought
- Strong benefits package