

Business Development Partner

Latin America

Reporting: Reports to President

Primary work site: On site resources required throughout Latin America

Overview:

We are seeking an experienced Business Development company to help us to develop and manage the telecom, broadband and cable a market across Central and South America. The partner we seek will be an integral member of our strategic planning team and will have significant latitude in developing our Latin American sales and product strategy.

Primary Responsibilities:

- Identify big data and cloud based opportunities in the communications space
 - Perform market research, identify, evaluate and close new business in big data analytics
 - Work with technical executives and managers to build custom big data solutions
 - Participate in joint operations/sales/product strategy sessions
- Revenue generation in the company's traditional areas of revenue, billing and network assurance
 - Identify and target new market opportunities
 - Using existing contacts and any other means available, open new accounts in cable, wireless, and VoIP companies
 - Build and sustain strong customer relationships spanning Executive to Technical levels
 - Create shared mindset with clients; assess needs and create innovative value-added, economically viable solutions
 - Develop sales proposals and make sales presentations and demos
 - Manage product trials
- Develop and implement company sales plan
 - Work with President, Operations and US Marketing personnel to develop a multi year sales strategy to support company strategic and tactical initiatives
 - Identify resource and budget requirements
 - Identify and evaluate other possible sales channels and partners

Skills and experience required:

- On site availability across Latin America
- Strong technical resources with knowledge in systems, and basic data base querying tools
- Experience in selling Big Data Analytics
- Strong knowledge of telecom and emerging communications technologies

Measure of success:

- Revenue generated
- New clients under contract
- New lines of business
- ROI