Global Business Development Director - 20075

Key Responsibilities:

Reporting to the Vice President, the role will provide functional leadership and is accountable for the overall business planning, direction, coordination and support of the sales, marketing and business development function globally. The primary role of the Global Business Development Director is to develop plans and strategies and lead the sales team to prospect for new clients by networking, calling, advertising or other means of generating interest from potential clients. Strategic planning is a key part of this job description, since it is the Global Business Development Director’s responsibility to develop the pipeline of new business coming in to the company. This requires a thorough knowledge of the market, the solutions/services the company can provide, and of the company’s competitors. Knowledge of and establishing connection with the industry as well as partnership with key strategic players/customers at high level in major geographic markets either directly or through local representatives is essential.

The role is required to define, develop, and implement a sales framework as a set of processes, sales tools and templates designed to be used together to manage a prospect through its life cycle (initiating, planning, executing, controlling and closing) with respect of the company’s standards. The role requires frequent global travel to key strategic customers locations, and company offices to lead the marketing and sales team as well as meeting with key clients and follow-up on key strategic projects.

In your role you will:

- Establish a sales and marketing structure defining functions, relationships, communications, roles and responsibilities. Sustaining a one sales team culture across the globe;
- Develop global business plan and strategy for implementation;
- Provide direction coordination and support to the sales team. Coaching & mentoring sales managers and hold each one accountable for their activity and performance;
- Build the sales function, define roles, responsibilities and budgets; manage sales resource allocation. Ensure that the sales managers have the skills and tools required for project execution;
- Develop a training strategy to maintain or increase expertise and skills within the sales function;
- Travel as required to project sites and meet with clients during the lifecycle of the project (up to 50% of the time);
- Provide technical assistance (including training) to Sales and Product Support;
- Prospect for potential new clients and turn this into a robust pipeline of new opportunities for both capital and parts and service markets promoting the organisation’s additional products and services;
- Meet potential clients by growing, maintaining, and leveraging existing networks;
- Identify potential clients, and the decision makers within the client organization;
- Present new products and services and enhance existing relationships in an attempt to increase their current spend;
- Work with technical staff and other internal colleagues to meet customer needs;
- Arrange and participate in internal and external client debriefs;
- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends, deliver presentations for potential clients;
- Present to and consult with senior level management on business trends with a view to developing new
services, products, and distribution channels;

- Use knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators;

- Create, negotiate and close commercial agreements, ensure legal compliance within the business (i.e. contractual, sign off, business legal compliance etc.) as required;

- Confer with the VP to plan business objectives, develop organisational policies, coordinate business opportunities between the various entities and establish responsibilities and procedures for attaining the agreed objectives;

- Prepare quarterly reports and forecasts to provide a clear understanding on the various business development initiatives across the industrial markets, provide comment on our performance in terms of business development and provide recommendations, where necessary, on changes required achieving the agreed objectives;

- Assist as required with the preparing and submitting formal business tenders and proposals.

**Key Attributes:**

- 10+ years of relevant work experience, gained within the energy sector and basic understanding of water within the Energy sector Proven track record in global sales and business development, within the energy and water (ideally) industry;

- Established connections within the energy and water industry (ideally) at high decision making levels with major customers within major strategic regional markets;

- Strong leadership skills. Mainly as a change agent;

- Strong commercial and financial acumen;

- Prepared to travel internationally - >50% of the time internationally;

- Good operational and project management understanding and skills;

- Ability to read, analyse, and interpret complex industry related documents;

- Excellent interpersonal skills, with the confidence to approach people at all levels of seniority, a natural networker;

- Ambitious and persistent, self-motivated and enjoy working to targets;

- Articulate, confident communicator and presenter;

- Thrive in a pressurised, capital equipment sales-driven environment;

- Awareness of competitor activities in the energy and water markets;

- Experienced in an international role;

- Experienced in managing remote subordinates;

- Proven experience in structuring sales and business development initiatives and processes.

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