

XEC Solutions, LLC

BUSINESS DEVELOPMENT MANAGER

Atlanta, Georgia

XEC Solutions LLC is seeking a highly motivated and results oriented Business Development Manager (BDM) to join our team. This is a highly visible role which identifies and builds opportunities for partnership and sales with senior-level strategic executive partners through evaluating, prioritizing, and pursuing market opportunities to drive market disruptions and new opportunities, becoming a platform player and market creator.

- Creates and incorporates a strategy for business by setting objectives, defining the governance model, and driving the team to create a strong pipeline of opportunities.
- Manages expectations with customers to define and create achievable and realistic strategic goals and objectives, ensuring that execution plans are operationalized and aligned according to goals.
- Drives the identification of XEC Solutions stakeholders for working with and through and acts as a trusted advisor to senior leaders in partnership with and representation of area leadership.
- Leads efforts to create an ecosystem between customers and internal XEC Solutions stakeholders.
- Negotiates deals with customers and stakeholders to align on needs and create strategic partnerships.
- Finalizes deals that are mutually beneficial and integrates the necessary stakeholders to assure success.
- Provides iterative improvements within sales partnerships and processes and provides recommendations for strategic improvements based on data; drives continuous improvement and innovations through providing and integrating feedback effectively.
- Drives the management of projects and programs in alignment with strategic goals by setting objectives and driving teams to achieve the goals.

Responsibilities

Customer and Partner Focus

- Leverages internal and external networks to develop new strategic relationships with senior business and technical decision makers; develops relationships as a trusted advisor for a particular line of business; provides industry insights internally.
- Articulates the value of XEC's solutions in the context of the customer's perspective, leveraging knowledge of customer and partner business priorities and/or drivers and anticipating changes and actions to influence decision making, identify opportunities, and influence the product roadmap.

Partnership Strategy

- Executes and applies value propositions, amending the framework as appropriate to create partnerships with customers and partners. Influences internal stakeholders and partners and promotes the value of opportunities.
- Works with stakeholders to influence product roadmap to meet customer needs, leveraging knowledge of customer issues in conjunction with product/industry teams to establish a foundation for future opportunities in competitive situations through collaboration. Provides insight on industry and/or competitive trends and drives action based on insights.
- Identifies and collaborates with a diverse set of stakeholders to develop plans to source deals that target high-priority gaps across technology, product, business, and/or geography. Identifies opportunities and strategy and maps target customers/partners; utilizes quantitative data (e.g., usage, revenue) to inform internal and external decisions; provides input into recommendations on partners.
- Builds and shares pipeline plans. Manages pipeline by identifying and promoting prioritizing, guiding, influencing processes that develop and deliver on pipeline opportunities and optimize resources to better deliver including preparing information for reporting to key stakeholders, identifying key stakeholders and reporting.

Negotiation

- Leads deal opportunities across deal stages (e.g., Strategic Approval (SA), Approval to Negotiate (A2N), Final Go-no-go (FGNG)) Represents XEC Solutions in key customer and partner interactions and recommends deal structures, leveraging experience to articulate key deal terms. Collaborates proactively to close opportunities and scale the business. Identifies opportunities for customized approaches. Identifies negotiation scenarios and manages executive escalations. Manages stakeholders to gain consensus and ensure internal alignment.

Deal Management/Governance

- Develops plans for managing deals, including communications and reporting with XEC Solutions stakeholders. Resolves blocking issues using known techniques.
- Collaborates with customers, partners, and XEC Solutions colleagues to develop post-deal governance and ensure design, communication, and alignment in creation and implementation of execution plans across a portfolio of deals within a particular domain; ensures customers and partners are prepared for implementation. Develops KPIs to demonstrate achieved business value. Troubleshoots complex issues and course corrects as appropriate. Articulates alternatives to blockers across a body of deals to develop consistent deal negotiation policy and drive application of scalable resolutions.

Other

- Embody our culture and values

Qualifications

Required/Minimum Qualifications

- Bachelor's Degree in Business, Liberal Arts, Sciences, or related field AND 5+ years relevant work experience (e.g., healthcare, consulting, finance, marketing, corporate strategy, sales, legal, business development, information technology, product management, project management, software development, non-profit or related field) OR equivalent experience.

Additional Or Preferred Qualifications

- Bachelor's Degree in Business, Liberal Arts, Sciences, or related field AND 7+ years relevant work experience (e.g., healthcare, consulting, finance, marketing, corporate strategy, sales, legal, business development, information technology, product management, project management, software development, non-profit or related field)
- OR Master's/Advanced Degree in Business, Sciences, or related field and 5+ years relevant work experience (e.g., healthcare, consulting, finance, marketing, corporate strategy, sales, legal, business development, information technology, product management, project management, software development, non-profit or related field) OR equivalent experience.
- 6+ years experience in the technology industry OR in a technical role (e.g., IT, Engineering).
- Adaptability
- Analytical Thinking

- Business Acumen
- Business Development Deal Prioritization
- Business Relationship Management
- Business Value Communication
- Company Acumen
- Competitive Analysis
- Conflict Resolution
- Customer Relationship Management (CRM)
- Data Analysis
- Decision Making
- English Language Proficiency
- Entrepreneurship
- Financial Analysis
- Influence Others
- Innovation & Capability Growth
- Market Research
- Microsoft Products
- Negotiation
- Opportunity Management
- Oral Communication
- Organizational Savvy
- Problem Solving
- Program Management
- Project Management
- Quality Assurance
- Strategic Thinking
- Technology Industry Knowledge
- Trend Analysis
- Written Communication