



Careers @ Virsaë

Virsaë is a fast-growing global SaaS business, headquartered in New Zealand with offices in the US and UK. Our cloud-based business communications management platform, Virsaë Service Management (VSM), is leading the way in delivering peak performance for UC and CC environments. www.virsaë.com.

We are now hiring a **Business Development Manager – Americas**, to support our US market growth.

We pride ourselves on being a great place to work. If you're ready to fast forward your career working with people who are the best in their field then send your resume through to recruitment@virsaë.com.

Role Description

Business Development Manager – Americas

We are looking for a Business Development Manager (BDM) to join our North America team.

The BDM is responsible for developing and sustaining sales across partner channels and direct business. The working relationship will include creating and implementing business development programs, maintaining and executing to a pipeline of sales opportunities, and working closely with other team members to facilitate the ongoing day-to-day management of fully executed opportunities.

Please note, this description outlines the general requirements associated with this role and is not intended to be an exhaustive list of the responsibilities and activities.

Requirements of the BDM

- Demonstrates knowledge of the telecommunications industry and the application of Virsaë products and services.
- A well-motivated self-starter requiring minimal management, who possesses leadership skills and suggests ideas for the company's development.
- Works with Marketing to build sales opportunities through events and other activities.
- Works with Operations to ensure adequate ongoing resources are available to the end-user customer and developed channel.
- Works with Business Operations to ensure all business logistics are established with the end-user customer and developed channel.
- Promotes teamwork and camaraderie amongst co-workers.



Duties

The BDM develops new paths to market by identifying sales opportunities in the US market, develops relationships, and executes to the sales plan developed in association with the Sales Director.

The duties that the BDM performs includes preparing and delivering customer presentations, facilitating all communications with end-user customers and channels, managing account profiles, monitoring competitor activity, forming plans for increasing market share and communicating sales activities. Specifically:

- Identify new direct sales opportunities and manage existing end-user customers where required.
- Build positive working relationships within existing channels to maximize sales.
- Coordinate with partners to identify key sales opportunities.
- Conduct product presentations to end-user customers.
- Provide quotations and pricings and develop and review sales proposals.
- Resolve channel related issues and sales conflicts in a timely fashion.
- Develop sales and marketing plans to increase marketing and selling efforts.
- Manage sales metrics requirements to facilitate accurate reporting.
- Assist in promotional activities to increase sales.

The BDM must be willing to travel both domestically and internationally, and should have an up to date passport.

Qualifications

Tertiary qualifications are not necessarily a prerequisite and suitable work experience will be considered a qualification. Specifically:

- 5+ years of Technology Management, Sales Operations, Field Sales, Sales Engineering, or Product Marketing experience, with a technology company.
- Experience with SaaS concepts and application.
- Experience working in a fast-changing environment that requires strategic thinking, resourcefulness, and results-oriented decision making.
- Strong sense of urgency and personal accountability.
- Demonstrated interpersonal and conflict resolution skills.



- Ability to communicate with all areas of the company at all levels within the organization.
- Must be hands-on with solid attention to detail.
- MS Office and Excel Macros experience with PowerPoint skills.
- Comfort developing and delivering presentations for sales support and training.

Compensation

The salary of the BDM is made up of a base component and an “at-risk” component that is related to revenue targets. The total package is designated On Target Earnings (OTE). The ratio of base to at-risk is established by considering the relative experience of the incumbent along with the maturity of the assigned opportunities for growth. Virsae expects the Business Development Manager to achieve their OTE.