

Business Development Director – SaaS.

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Company: Korn Ferry

Location: Belgium

Category: other-general

The Role

We have an exciting opportunity for an experienced Business Development Director to join Korn Ferry Digital to focus on Korn Ferry Sell (Find out more). We help organisations accelerate their revenue growth – with our Sales Effectiveness Solutions powered by **Korn Ferry's Intelligence Cloud** which embeds the proven sales methodology of **Miller Heiman Group** into **SFDC and Microsoft Dynamics**.

You can read more about our Intelligence Cloud here .

You will be responsible for identifying new prospects, converting them into clients, and collaborating with sales leaders on an identified set of large, highly strategic prospects. You will accomplish this through the ability to sell the full scope of the company's solutions in a consultative manner, negotiate an effective contract, and tailor solutions that address client needs. This role requires high-level execution at every stage of the pipeline development and sales process.

Responsibilities/Accountabilities will include, but are not limited to;

Developing strategic business plans for area of responsibility to maximise revenue from new clients by addressing the unique needs and opportunities of the assigned scope of responsibility

Effectively researching prospect organisations to understand industry segment, key business drivers, situational or environment factors, and business challenges

Delivering compelling and thought-provoking presentations that compel new and dormant clients to work with the company

Building a strong internal network of resources and working effectively with them to build solutions and deliver against client needs

Building reliable, sustainable, mutually beneficial relationships with key client buying influences

Effectively aligning with professional services and client management organization to ensure seamless transition of client to new account owner

Professional Experience/Qualifications/Skills

Extensive enterprise sales experience in a complex business environment, ideally including selling of SaaS services to the C-Suite.

Insatiable curiosity and drive to succeed. Perseverant and upbeat.

Previous success in a Sales or Business Development role selling services is required.

Fluent in English & French - written and spoken.

Experience with developing new business and maintaining client relationships.

Strong written, verbal communication, and presentation skills; strong conceptual and analytical skills.

Strong pipeline analysis and opportunity forecasting skills.

Strong customer-centered selling skills.

Very strong influence skills. Exceptional listening and interpersonal skills.

Solutions oriented, with an understanding of how to work with senior level management.

Education

Bachelor's degree desired. Advanced degree in business or in a similar field is a plus.

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Cross References and Citations:

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