

TRUGlobal Inc.

<https://www.truglobal.com/job/business-development-manager/>

Description

Business Development Manager

Employment Type
Full Time
November 8, 2020

- Location : San Mateo, CA

Roles & Responsibilities

- Minimum 5 years of business development experience in the IT industry
- Must have a **proven record** in outside sales and excellent presentation and communication skills.
- Ability to address and communicate client at all levels – Managers, Directors, and C-Level.
- Solid customer facing skills including the capability to present TRUGlobal's capabilities and engage in **deeper discussion** to clearly articulate customer's IT needs.
- Sound **conceptual understanding** of software applications including ERP, Business Intelligence, SMAC, IT outsourcing models etc.
- Pleasant personality with a penchant to engage prospective clients into result oriented discussions
- Would work independently and may be required to **supervise junior sales / BDM** staff as required.
- Minimum bachelors' degree; preferred **Masters'** degree in Sales and Marketing.
- **IT Staffing and/or solution selling** experience for IT services to prospective clients is a must
- Willing to travel as required

Technical Skills Required:

- Explore all sources including internet mining, social / professional networking sites and networking events to develop new business contacts.
- Learn and acquire **deep understanding** of TRUGlobal's services, business model and value proposition and takes self initiative to update on evolving services
- Understand **IT recruitment challenges** and device strategy to overcome them – should be able to provide alternatives to the client for hard to source skill sets.
- Understands the technical and business requirements of the prospective client and **translate them quickly** into skill sets.
- Can provide insight regarding the engineers that are ideal for a given role
- Execute a screening process that focuses on both behavioral issues and technical expertise
- Should be able to execute **direct sales to closure**.

TRUGlobal Inviting Potential Candidates To Join

With its global headquarters in California; TRUGlobal is a top IT services firm servicing clients across Fortune 500 Companies to Startups. Our talented team of Business Consultants and Technologists average over 15 years of industry-honed experience and have conducted many engagements worldwide. With supernova clients and large brands such as **Facebook, LinkedIn, Yahoo, Calix, Symantec, Twitter** etc. TRUGlobal has showcased its unique capabilities, process and technology niche. We are in a huge growth mode and looking for sales and technology professionals to be a part of this journey. For the right talent, we are prepared to offer highly competitive compensation. Come join us as we prepare to scale new heights !! Please share your updated CV to john.m@truglobal.com directly for our quick response