

Position Description			
<b>Position Title</b>	Business Development Manager	<b>Group</b>	NEC New Zealand
<b>Function</b>	Sales	<b>Department</b>	Sales
<b>Cost Centre</b>		<b>No. of Direct Reports / Total Reports</b>	n/a
<b>Position Reports to</b>	General Manager, Sales & Solutions		

Primary Accountability
<p>The Business Development Manager is a core member of the NEC NZ sales team providing sales strategy and overall account directorship to a group of key customers. It is a senior seller position within NEC NZ.</p> <p>The purpose of this important, influential and challenging new role is to actively pursue and develop new business opportunities for NEC NZ targeting customers that wish to, and see value, in having a relationship with NEC NZ primarily focussing on sales for Field Services.</p> <p>The Business Development Manager will:</p> <ul style="list-style-type: none"> <li>• Achieve business goals for their allocated portfolio of NEC solutions (primarily Field Services)</li> <li>• Identify target customers and develop compelling propositions that add value</li> <li>• Manage the customer strategy, relationships, service experience, delivery and financial goals (revenue and profitability) of customers</li> <li>• Build strong customer relationships and provide business value through account thought leadership and technology solutions, and</li> <li>• Manage NEC NZ’s traditional revenue streams and lead the rapid uptake of new solution revenues to support future growth.</li> </ul>

Areas of Accountability/Key Responsibilities
<p><b>I Business Development Strategy &amp; Growth</b></p> <ul style="list-style-type: none"> <li>I Lead the development of the strategy that identifies potential customers and includes the development of sales propositions that showcase all that NEC NZ has to offer so as to meet business targets and maximise growth.</li> <li>I Own and develop a wide network of relationships with both existing and potential customers to achieve and exceed revenue targets through selling the entire portfolio of NEC solutions</li> <li>I Focus on developing a Business Development strategy for Field Services</li> <li>I Provide accurate forecasts of sales opportunities and resource requirements</li> <li>I Identify and qualify potential opportunities</li> <li>I Respond to customer solution requests</li> <li>I Own sales proposals</li> <li>I Develop tailored solutions to solve customer’s business issues</li> <li>I Sell solutions</li> <li>I Develop strategically valuable new business opportunities to deliver agreed new customer acquisition, volume and margin targets.</li> </ul>

<ul style="list-style-type: none"> <li>  Actively prospect for new business within target markets, present comprehensive proposals and convert opportunities into new business, with minimal supervision</li> <li>  Develop a prospecting database and lead generation template that summarises opportunities, status and situation.</li> <li>  Ensure a seamless process is in place for new account acquisition and pricing</li> <li>  Manage time effectively to deliver sales targets and new customer acquisition</li> <li>  Provide a weekly update on activities, market opportunities and outcomes.</li> </ul>
<p><b>  Customer Relationships and satisfaction</b></p> <p>Own and develop a wide network of senior and CxO relationships within their customer portfolio, ensuring excellent customer satisfaction and mitigating any issues that will impact doing ongoing business with the customer.</p> <ul style="list-style-type: none"> <li>  Leadership and ownership of day to day account activity – including effective qualification and management of RFPs and sales opportunities</li> <li>  Convey NEC NZ’s vision and strategy effectively to key stakeholders</li> <li>  Become the customer’s trusted advisor by developing strong working relationships within the customer’s executive and key stakeholders</li> <li>  Record all customer contacts, meetings communications, sales opportunities and customer presentations</li> <li>  Own all business planning creation and actively drive initiatives - promote and develop the technology services roadmap to demonstrate innovation in accordance with the customer’s business direction</li> <li>  Own and implement regular governance meetings with the customer, at executive and operational levels – be a Continuous Improvement champion</li> <li>  Build productive and sustainable relationships with NEC virtual teams</li> <li>  Apply strategic thinking and strong negotiation and contract management skills</li> </ul>
<p><b>  Team Player</b></p> <ul style="list-style-type: none"> <li>  Lead, develop, coach, and empower the virtual teams across NEC NZ and Global into their customer portfolio so as to maximise opportunities and revenue growth of NEC’s innovative technology solutions</li> <li>  Take the lead in setting and driving the strategy and future growth of your customer set</li> <li>  Manage virtual teams</li> <li>  Maintain and develop knowledge currency by mentoring and growing customer team members towards a common purpose</li> <li>  Involve service delivery and excellence in everything you do</li> <li>  Make efficient use of specialist resources</li> </ul>
<p><b>  Personal Development</b></p> <ul style="list-style-type: none"> <li>  Keep abreast of competitive and Industry developments</li> <li>  Manage personal development to maximise relevant abilities aligned to NEC solutions</li> </ul>

Qualifications/Industry Certifications	
Essential	Desirable
	Business, Commerce or Technology related qualification

**Professional Experience**

Professional work experience and skills relevant to the position

- | 5+ years Sales and Account Leadership experience within the technology or related industry.
- | Experience with new Business prospecting, lead generation, proposals, lead conversion and customer acquisition
- | ICT / Telecommunications Field Services (or similar) Product Knowledge preferable. With an existing knowledge in technology, you are an all-round generalist that will enjoy the position of becoming the trusted point of contact for our customers
- | Have strong business acumen skills, attention to detail and a flair for marketing and events.
- | Negotiating skills - can negotiate skilfully with both internal and external groups; can win concessions without damaging relationships and quickly gain trust of other parties to the negotiations
- | Possess a passion for customer management and exceeding their expectations in everything you do
- | Positive and unflappable, enjoy working with people in pressured situations and are seen as a capable and reliable team player.
- | Skills in building collaborative relationships and stimulating change, incorporate continuous improvement methods into your working style – both within NEC NZ and with your customers
- | Excellent time management and workload prioritisation skills.
- | Experience in working in virtual and cross-functional teams, ideally on large scale and complex integration projects
- | A reputation in the market as a high achieving sales person
- | Ability to establish and leverage partners, alliances and other third parties

**Key Relationships, Purpose and Frequency**

<b>Internal</b>	<b>External</b>
<ul style="list-style-type: none"> <li>  Sales and Solutions peers and management</li> <li>  Service Operations</li> <li>  Finance and Commercial</li> <li>  Operations &amp; Delivery Group</li> <li>  NEC NZ leadership team</li> </ul>	<ul style="list-style-type: none"> <li>  Customers</li> <li>  Partners and third party vendors</li> <li>  Industry groups</li> <li>  Research bodies</li> <li>  Consultants and Advisors</li> </ul>

**Work Health & Safety Obligations**

Your health, safety and wellbeing is important to us at NEC. It is therefore critical that all employees take responsibility for the health, safety and wellbeing of themselves and others. To ensure a zero-harm approach and the well-being of all our people, you must comply with our policies and frameworks and ensure your own health, safety and wellbeing while at work and that your actions or inactions do not harm others.

**Our Vision**

Enabling secure identity and communication in a fast-moving world where every experience is connected.

<b>Our Intention and Values</b>	
Diversify and grow customers, our people, and our capability and revenue streams.	
<ul style="list-style-type: none"> <li>■ Innovation</li> <li>■ Customer Centric</li> <li>■ Courage</li> </ul>	<ul style="list-style-type: none"> <li>■ Collaboration</li> <li>■ Excellence</li> </ul>

<b>NEC Group Code of Values</b>	
The following core values are central to the organisations culture, attitudes and behaviour and it is expected that each employee will actively demonstrate their commitment to these values.	
<ul style="list-style-type: none"> <li>■ Look Outward. See the Future</li> <li>■ Think Simply. Display Clear Strategy</li> <li>■ Be Passionate. Follow through to the End</li> </ul>	<ul style="list-style-type: none"> <li>■ Move Fast. Never Miss an Opportunity</li> <li>Encourage Openness. Stimulate the Growth of All.</li> </ul>