

## Director of Client Development – Job Description

<b>Job Title:</b> Director of Client Development	<b>Status:</b> Exempt
<b>Division or Department:</b> Business Development	<b>Start Date:</b> October 1, 2014
<b>Reports To:</b> COO and CTO	<b>Contact:</b> <a href="mailto:mlisenby@cloudeassurance.com">mlisenby@cloudeassurance.com</a>

### Job Summary

This position supports CloudeAssurance mission by providing a high level of customer service to clients, and offers support and guidance to new and existing Business Development Managers. This position acts as a liaison between clients and CloudeAssurance in a fast paced, highly visible, team oriented, results driven environment.

### Required Hours

- Normal business hours are Monday through Friday 8 AM – 6 PM.
- Overtime is required, sometimes with little or no notice.

### Job Responsibilities

The responsibilities of the Director of Client Development will include identifying, prospecting, and securing business opportunities to support new revenue growth for Vendor Assurance, Cloud Assurance and Consumer Assurance service lines on a national and global foot print.

Additional responsibilities will include:

- Develop and implement sales strategies for new account prospects and growth opportunities within active and inactive accounts.
- Identify prospects and develop sales strategies to secure profitable new business. This may include sales/solutions calls, networking/marketing activities, competitive analysis, coordination of presentations and proposals, and client meetings.
- Work closely with internal team and external partners to strategize and build pipelines of quality solutions for use on CloudeAssurance projects.
- Develop an understanding of all CloudeAssurance services and be able to identify opportunities with prospective clients and Channel Partners.
- Leverage existing client relationships to expand CloudeAssurance service offerings in named accounts with existing activity in other geographies.

- Create strategic and tactical plans to uncover and close a wide range of solutions based business within CloudeAssurance breadth of services while embracing specific business development initiatives around market conditions.
- Align CloudeAssurance solutions with both prospect business goals and technical requirements.
- Meet regularly with Chief Operations Officer to review/coordinate sales efforts and build territory business plan.

## **Qualifications**

### Education/Certifications/Experience

- 6+ years of Software business development is preferred, but not required.
- Bachelor's Degree required; Management Information Systems degree a plus.
- HISP or other professional security management certification is a plus.

## **Knowledge**

Previous knowledge or experience in technology software, or sales industries is preferred.

- Understands the importance of quality customer service.
- Clearly demonstrates Information technology and IT Governance knowledge.
- Has a strong knowledge of the business development process.

## **Skills**

- Must have excellent communication skills – written and verbal.
- Must have strong interpersonal skills, specifically the ability to interact effectively with all levels within and outside the organization.
- Must possess strong skills in sourcing clients.
- Must possess strong negotiation skills.

## **Work Values/Interests**

- High personal integrity.
- Great work ethic and attitude.
- Strives for work excellence.
- Develops and values strong working relationships.
- Dependable and reliable.
- Has a strong sense of urgency; highly motivated.
- Has a strong entrepreneurial spirit.