

Hemisphere GNSS Job Description

Job Title: Senior Manager, Business Development
Location: Brisbane Australia
Department: Global Sales
Reports To: VP Sales & Business Development
Prepared Date: February 27, 2019

Full-Time Part-Time / Exempt Non-Exempt

Summary

The position of Senior Manager, Business Development, maintains and expands relationships with strategically important large customers. Assigned to a number of customers, the Senior Manager of Business Development is responsible for achieving sales quota and assigned strategic account objectives. The Senior Manager of Business Development may represent the entire range of company products and services but likely a targeted market to be discussed, while leading the customer account planning cycle and ensuring assigned customers' needs and expectations are met by the company. In addition, the Senior Manager of Business Development will prospect new customers in support of new business development to drive company revenue goals and meet assigned quotas. The Senior Manager of Business Development reports to the VP, Global Sales and Business Development.

Essential Duties and Responsibilities

- Maintain existing accounts in defined territory and as assigned, to meet and exceed forecast revenues while maintaining appropriate account satisfaction
- Follow up on new sales leads
- Meet or exceed margin targets developed by the VP of Global Sales on business generated
- Ensure full compliance with Corporate Credit Policy including timely credit review, credit monitoring and accounts receivable collection when called upon
- Update and submit product forecasts monthly, as requested by Sales Ops Manager
- Assist with development of company's strategic plan and budgets for markets, products, marketing and sales, to the extent agreed by the Director, Global Sales Major Accounts
- Represent other company business areas as called upon, to the extent agreed by the VP, Global Sales and Business Development
- Participate as a team member of the company and take a leadership role commensurate with the position
- Other assignments such as exhibits and trade shows, as necessary
- Other related duties as assigned by Management and/or Executive Team
- Ability to travel internationally
- Proactively lead a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for a one and three-year period
- Proactively assess, clarify, and validate customer needs on an ongoing basis
- Lead solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel

Supervisory Responsibilities

This position will not currently supervise direct reports although this may evolve over time.

Education and/or Work Experience Requirements

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required.

Education and/or Experience

- Bachelor's degree in business or related field
- 12+ years of experience in technical sales
- Excellent knowledge of industry and company market segment including competitors, products, channels and industry developments
- Precision Agriculture and Machine Control & Guidance experience
- Thorough knowledge of business planning and development
- Demonstrated previous successful sales track record is desired
- International sales experience desirable
- Background in GNSS and/or Precision GNSS field desirable

Practical/Technical Skills

- Knowledge has been supplemented by substantial applicable work experience (seasoning) or enhanced by additional schooling in a field of specialization to meet job requirements

Computer Skills

- Excellent computer proficiency (MS Office – Word, Excel and Outlook)
- Experience with ERP systems
- Internet search processes and research abilities

Certificates, Licenses, Registrations

- N/A

Language Skills

- Above average verbal and written communication skills are required in this position including above average ability to read and comprehend instructions, correspondence, and memos
- Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents and to respond to common inquiries or complaints from customers or regulatory agencies
- Ability to effectively present information to customers, clients, management, board of directors and other employees of the Company in small group situations, public groups, and/or one on one

Reasoning Ability

- Ability to define problems, collect data, establish facts, and draw valid conclusions
- Ability to interpret an extensive variety of technical information

Other Skills and Abilities

- Excellent verbal and written communication skills, including ability to effectively communicate with internal and external customers
- Must be able to work under pressure and meet deadlines, while maintaining a positive attitude and providing exemplary customer service
- Ability to work independently and to carry out assignments to completion within parameters of instructions given, prescribed routines, and standard accepted practices
- Ability to work with minimal supervision
- Ability to handle high level of confidentiality regarding product information
- Excellent planning, time management, communication, decision-making and organizational skills

Physical Requirements**Computer/Office**

- Will constantly operate a computer and other office productivity machinery, such as a calculator, copy machine, and computer printer
- Must be able to talk, listen and speak clearly
- Will occasionally move about inside the office to access file cabinets, office machinery, etc.

Physical

- Required to stand or sit in one location much of the time
- There is some stooping and lifting or carrying of light material
- The person in this position frequently communicates with coworkers regarding information and must be able to exchange accurate information in these situations
- Must be able to travel by car or aircraft and sit for long hours during international travel
- This position can expect to be travelling 50% of the time

Sensory

- Must be able to concentrate on details and specifications

Environmental Conditions

- Work between a climate-controlled office environment and various other environments while travelling.

Mental

- Ability to handle multiple deadlines and simultaneous priorities

The preceding functions may not be comprehensive in scope regarding work performed by an employee assigned to this position classification. Management reserves the right to add, modify, change or rescind the work assignments of this position. Management also reserves the right to make reasonable accommodations so that a qualified employee(s) can perform the essential functions of the position.

I have read and understand the job description. I understand that nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.

Print Employee Name: _____

Employee Signature: _____

Date: _____