

Account \ Business Development Manager

The primary role of the Account \ Business Development Manager will be to drive new business and support aggressive growth in government and non-profit vertical market. She/He is responsible for both identifying and selling to new clients while continuing to develop and grow business with existing clients and must be able to establish effective rapport with appropriate client executives to understand their needs and work with MCT's oversea Project Management Office to deliver accurate proposals for service.

Position Description:

- Maintain strong relationships and focus on identifying sales opportunities for additional products and services.
- Effectively blueprint customers and build a growth strategy to gain greater reach throughout the client organization.
- Promote customer satisfaction and loyalty by demonstrating an understanding of customers' critical business issues and delivering products and services that help clients meet their business objectives.
- Efficiently manage time to focus on activities that grow revenue and ensure client satisfaction.
- Use analytical skills to understand our clients, changing business and technology issues and needs.
- Work with the customers to ensure they are leveraging the solution and achieving success.
- Must have high ethics, integrity, and humility and have a desire to be part of rapidly growing sales and support organization.
- Familiarity with Solution-Selling and/or Value Selling concepts.

Required Skills:

- 4-5+ years in sales and/or marketing position
- Experience selling technology product or service to executives in government or non-profit market
- Experience selling/orchestrating deal sizes from \$50K to \$1MM
- Professional appearance and eager approach to driving towards aggressive goals
- Ability to quickly establish and maintain key relationships within prospect companies
- Will work collaboratively with MCT Technology management and delivery teams
- Must have excellent organizational, time management, writing, communication, decision-making, and presentation skills

Education / Certification:

Bachelor's degree in business, sales or marketing; advanced degree in business or marketing desirable.

Additional Skills & Competencies:

- Local to the target region.
- Knowledge of standard selling disciplines, specifically Solution Selling.
- Existing knowledge of region with developed relationships.
- Knowledge of subsidy childcare or welfare industry is a plus