

## Senior Business Development Manager/Director

[Apply Now](#)

Company: Happiest Minds Technologies

Location: Central Coast

Category: other-general

Senior Business Development Manager/Director Senior Business Development Manager/Director Save this job with your existing LinkedIn profile, or create a new one. Your job seeking activity is only visible to you. Email Welcome back Sign in to save Senior Business Development Manager/Director at Happiest Minds Technologies . Direct message the job poster from Happiest Minds Technologies Happiest Minds, the Mindful IT Company, applies agile methodologies to enable digital transformation for enterprises and technology providers by delivering seamless customer experience, business efficiency and actionable insights. We leverage a spectrum of disruptive technologies such as: Big Data Analytics, AI & Cognitive Computing, Internet of Things, Cloud, Security, SDN-NFV, RPA, Blockchain, etc. Positioned as Born Digital . Born Agile, our capabilities spans across product engineering, digital business solutions, infrastructure management and security services. We deliver these services across industry sectors such as retail, consumer packaged goods, edutech, e-commerce, banking, insurance, hi-tech, engineering R&D, manufacturing, automotive and travel/transportation/hospitality. Headquartered in Bangalore, India; Happiest Minds has operations in USA, UK, The Netherlands, Australia and Middle East. Job Title:- Business Development Manager / Director – IMSS Location:- Sydney / Melbourne 10+ years of overall sales experience Experience in IT services sales in a global delivery model; Experience selling Infrastructure Management & Security Services Track record of having consistently achieved revenue goals & acquiring new logos Good understanding of the digital space & emerging technology areas. Ability to understand, articulate & effectively position the Value proposition of the Solutions & Services Ability to work with C-level

executives and decision makers within client organizations Understanding customer needs to be consultative in solutions, business models and execution approach Analytical and negotiation skills, ability to synthesize complex technical, business, and legal issues to apply that knowledge at solving problems and executing action plans. Well-versed in the IT sales cycle right from generating leads to proposal to rate/price negotiations to contract closures. Energetic, Enthusiastic, Resilient, Positive, and a 'Can do attitude A desire to contribute time (not just money) to the community and uphold the Happiest Minds values -SMILES (Sharing, Mindful, Integrity, Learning, Excellence and Social Responsibilities Job Description New Business Development:- Create & deliver on a new business development (NBD) plan for Infrastructure & Security services for Happiest Minds within ANZ Identify new business opportunities for Happiest Minds, in its identified target segments & accounts, with a potential to scale Collaborate with competency and presales organizations to develop & execute on a comprehensive win-plan Nurture these opportunities and convert them into Happiest Minds customers Achieve revenue, gross margin targets defined at the beginning of the year & aligned to company growth objectives; timely collections Develop relationships with key stakeholders within our alliance partners & execute go-to-market plans with them Keep abreast of industry trends & new services offerings on a regular basis through regular participation in enablement sessions. Adherence to the Happiest Minds defined sales process – CRM, pricing policies etc; participation in sales reviews & reporting Have a comprehensive channel strategy/multipoint lead generation. Leverage all available networks and alliances to uncover additional sales opportunities. Mining & developing an account plan for growth of customers acquired at Happiest Minds Map & maintain relationships with key stakeholders within the account Collaborate with delivery & competency teams to successfully delivering on the account growth plan. Seniority level Seniority level Mid-Senior level Employment type Employment type Full-time Job function Job function Business Development, Consulting, and Sales Industries IT Services and IT Consulting Referrals increase your chances of interviewing at Happiest Minds Technologies by 2x Get notified about new Business Development Manager jobs in Australia . Australia A\$150,000.00- A\$180,000.00 4 weeks ago Business Development Manager- Australia and New Zealand BDM - Market Making - Huge Opportunity - Remote - au Entry Level: Business Development Manager Melbourne, Victoria, Australia 3 days ago Business Development Manager - Newcastle Bar Beach, New South Wales, Australia 6 days ago Expression of Interest: Business Development Manager Perth, Western Australia, Australia 4 months ago Expression

of Interest: Business Development Manager Adelaide, South Australia, Australia 4 months ago  
Perth, Western Australia, Australia 6 days ago Sydney, New South Wales, Australia  
A\$150,000.00-A\$190,000.00 3 weeks ago Sydney, New South Wales, Australia 2 days ago  
Business Development Manager- Remote Business Opportunity BDM - Market Making - Huge  
Opportunity - Remote - au Sydney, New South Wales, Australia 3 hours ago Senior  
Business Development Manager Opportunity at Midland: Join Our Australian-Owned and  
Operated Team Sydney, New South Wales, Australia 1 month ago Sydney, New South  
Wales, Australia A\$180,000.00-A\$180,000.00 19 hours ago Business Development Manager  
- Lithium Extraction Technology - Remote Perth, Western Australia, Australia 2 weeks ago  
Melbourne, Victoria, Australia 1 month ago Business Development Manager - Work From  
Home Business Development Manager - Work From Home Adelaide, South Australia,  
Australia 1 day ago Australia A\$100,000.00-A\$150,000.00 14 hours ago Senior Business  
Development Manager- Enterprise Sydney, New South Wales, Australia 6 days ago Business  
Development Manager - Work portably Brisbane, Queensland, Australia 1 week ago  
Sydney, New South Wales, Australia 2 months ago We're unlocking community knowledge in  
a new way. Experts add insights directly into each article, started with the help of AI. #J-  
18808-Ljbffr

[Apply Now](#)

#### Cross References and Citations:

1. **Senior Business Development Manager/Director CleanerjobsnearmeJobs Central Coast Cleanerjobsnearme** ↗
2. **Senior Business Development Manager/Director Barcelonajobs Jobs Central Coast Barcelonajobs** ↗
3. **Senior Business Development Manager/Director Architecturejobs Jobs Central Coast Architecturejobs** ↗
4. **Senior Business Development Manager/Director GulfjobscentralJobs Central Coast Gulfjobscentral** ↗
5. **Senior Business Development Manager/Director Whitecollarjobs Jobs Central Coast**

**Whitecollarjobs** ↗

**6. Senior Business Development Manager/Director Chinajobs Jobs Central Coast**

**Chinajobs** ↗

**7. Senior Business Development Manager/Director Mechanicaljobs Jobs Central Coast**

**Mechanicaljobs** ↗

**8. Senior Business Development Manager/Director GeneticsjobsJobs Central Coast**

**Geneticsjobs** ↗

**9. Senior Business Development Manager/Director LuxembourgjobsJobs Central Coast**

**Luxembourgjobs** ↗

**10. Senior Business Development Manager/DirectorOnlinecommunitycareerhubJobs**

**Central Coast Onlinecommunitycareerhub** ↗

**11. Senior Business Development Manager/DirectorUsajobscareer Jobs Central Coast**

**Usajobscareer** ↗

**12. Senior Business Development Manager/DirectorDatascientistjobsJobs Central Coast**

**Datascientistjobs** ↗

**13. Senior Business Development Manager/DirectorDataanalyticsjobs Jobs Central Coast**

**Dataanalyticsjobs** ↗

**14. Senior Business Development Manager/DirectorSapjobs Jobs Central CoastSapjobs**

↗

**15. Senior Business Development Manager/DirectorMumbaijobs Jobs Central Coast**

**Mumbaijobs** ↗

**16. Senior Business Development Manager/DirectorTopjobsearch Jobs Central Coast**

**Topjobsearch** ↗

**17. Senior Business Development Manager/DirectorGermanyjobs Jobs Central Coast**

**Germanyjobs** ↗

**18. Senior Business Development Manager/DirectorMoscowjobsJobs Central Coast**

**Moscowjobs** ↗

**19. Senior business development manager/director Jobs Central coast** ↗

**20. AMP Version of Senior business development manager/director** ↗

**21. Senior business development manager/director Central coast Jobs** ↗

**22. Senior business development manager/director Jobs Central coast** ↗

**23. Senior business development manager/director Job Search** ↗

**24. Senior business development manager/director Search** ↗

## 25. Senior business development manager/director Find Jobs ↗

Source: <https://au.expertini.com/jobs/job/senior-business-development-manager-director-central-coast-happiest-minds-techn-2708-40351/>

Generated on: 2024-05-01 by Expertini.Com