

Australia Jobs Expertini®

Senior Client Partner - Federal Government

[Apply Now](#)

Company: Verizon

Location: Australia

Category: other-general

When you join Verizon Verizon is one of the world's leading providers of technology and communications services, transforming the way we connect around the world. We're a human network that reaches across the globe and works behind the scenes. We anticipate, lead, and believe that listening is where learning begins. In crisis and in celebration, we come together—lifting up our communities and striving to make an impact to move the world forward. If you're fueled by purpose, and powered by persistence, explore a career with us. Here, you'll discover the rigor it takes to make a difference and the fulfillment that comes with living the #NetworkLife. What you'll be doing... Verizon is a world leading provider of technology and communications services. We are transforming the way we connect across the globe and our people have a shared ambition to shape a better future and move the world forward. We do much more than sell technology, we bring global leadership to build, transform and manage secure reliable networks that enable digital transformation. Verizon is trusted to secure and protect the Australian government connecting to citizens and the outside world, and our Canberra operation is looking to further build out its high performance sales leadership team. Client Partners are critical roles in our business as sales strategists working alongside our government customers focusing on value realization through service delivery, digital transformation and managed secure communication capabilities. Client Partners are key sales leadership roles responsible for acceleration of growth in existing Federal Government accounts for Verizon Business. Some of the key attributes we are seeking: Customer outcome obsessed - strong ability to listen to customer requirements and translate mutually successful outcomes in

partnership. Cultivating and managing trusted advisor relationships with senior / executive level clients. Ability to work with complexity at speed Ability to balance competing sales and delivery priorities successfully Ability to build outcome based solutions and strategies with customers and our broader teams A clear understanding of why and how you and your teams deliver sustained, profitable success to our customers. Leading, engaging and collaborating within an existing high performing team to broaden the strategic relationships and growth opportunity with our government customers. Leading Service Delivery Management & Governance with our internal teams and with our customers. What we're looking for... You enjoy digging deep to really understand the customer's vision along with their unique situation and challenges. You like putting things together in new and creative ways to best solve the customer's most pressing needs. You look for win-win solutions wherever you can and enjoy collaborating with others. You're not afraid of analytics and like to talk about hard data. You'll need to have: A degree or four or more years of relevant experience. Six or more years of experience with strategic sales at senior executive levels. Six or more years of solutions sales experience in the Federal Government. Strong technical knowledge - wide area network, data center, advanced communications, application solutions experience, data management, cloud and cyber security Australian government security clearance (NV-1 or higher). Willingness to travel as required. Even better if you have: Masters/Post Graduate Studies well regarded Extensive Networks - a range of executive level contacts within the Australian Federal Government Experience with Sales and selling multi-year complex security and network solutions into Defence or other complex Tier 1 agencies. Strong Experience in Account Planning Consultative selling methodology experience or a proven understanding of solutions selling methodology and tools. Strong industry knowledge and business insight. Strong negotiation, influencing skills and sound judgment. Ability to work effectively in teams in multiple roles (i.e. contributor through to leader). Strong communication, collaboration and creative skills. Verizon acknowledges the Traditional Owners of Country throughout Australia and their continuing connection to lands, waters, and communities and pays respect to Aboriginal and Torres Strait Islander Elders, past and present. Where you'll be working In this hybrid role, you'll have a defined work location that includes work from home and assigned office days set by your manager. Scheduled Weekly Hours 38 Diversity and Inclusion We're proud to be an equal opportunity employer. At Verizon, we know that diversity makes us stronger. We are committed to a collaborative, inclusive environment that encourages authenticity and fosters a sense of belonging. We

strive for everyone to feel valued, connected, and empowered to reach their potential and contribute their best. Check out our diversity and inclusion page to learn more.

[Apply Now](#)

Cross References and Citations:

1. Senior Client Partner - Federal Government [Openairmedia Jobs Australia](#)
[Openairmedia](#) ↗
2. Senior Client Partner - Federal Government [Newzealandjobs Jobs Australia](#)
[Newzealandjobs](#) ↗
3. Senior Client Partner - Federal Government [SanfranciscojobsJobs Australia](#)
[Sanfranciscojobs](#) ↗
4. Senior Client Partner - Federal Government [Jobspakistan Jobs Australia](#) [Jobspakistan](#) ↗
5. Senior Client Partner - Federal Government [ElectricianjobsJobs Australia](#)
[Electricianjobs](#) ↗
6. Senior Client Partner - Federal Government [Mediajobs Jobs Australia](#) [Mediajobs](#) ↗
7. Senior Client Partner - Federal Government [NgojobsJobs Australia](#) [Ngojobs](#) ↗
8. Senior Client Partner - Federal Government [BuenosairesjobsJobs Australia](#)
[Buenosairesjobs](#) ↗
9. Senior Client Partner - Federal Government [Techstartupjobs Jobs Australia](#)
[Techstartupjobs](#) ↗
10. Senior Client Partner - Federal Government [Realestatejobsnearme Jobs Australia](#)
[Realestatejobsnearme](#) ↗
11. Senior Client Partner - Federal Government [PlumberjobsJobs Australia](#) [Plumberjobs](#) ↗
12. Senior Client Partner - Federal Government [Physiotherapistjobs Jobs Australia](#)
[Physiotherapistjobs](#) ↗
13. Senior Client Partner - Federal Government [Professionalnetworkjobs Jobs Australia](#)
[Professionalnetworkjobs](#) ↗

14. Senior Client Partner - Federal Government Industryjobsearch Jobs Australia Industryjobsearch ↗
15. Senior Client Partner - Federal Government Pediatricjobsnearme Jobs Australia Pediatricjobsnearme ↗
16. Senior Client Partner - Federal Government SportsjobsJobs Australia Sportsjobs↗
17. Senior Client Partner - Federal Government Londonjobscareer Jobs Australia Londonjobscareer ↗
18. Senior Client Partner - Federal Government Teachingassistantjobs Jobs Australia Teachingassistantjobs ↗
19. Senior client partner - federal government Jobs Australia ↗
20. AMP Version of Senior client partner - federal government ↗
21. Senior client partner - federal government Australia Jobs ↗
22. Senior client partner - federal government JobsAustralia ↗
23. Senior client partner - federal government Job Search ↗
24. Senior client partner - federal government Search ↗
25. Senior client partner - federal government Find Jobs ↗

Source<https://au.expertini.com/jobs/job/senior-client-partner-federal-government-australia-verizon-2708-41095/>

Generated on: 2024-05-06 by Expertini.Com