

VP Business Development

Recognized for more than 25 years of growth in visual data mining technologies, Salient delivers a lightning-speed solution that empowers people and impacts business at all levels. As an industry leader, we attribute our success to our cutting-edge technology and to the contributions of our dedicated, forward thinking employees.

We offer a fast paced work environment. We focus on the professional development of all employees. As part of our generous compensation package, Salient offers paid time off between Christmas and New Years. We foster open communication and are committed to a team oriented environment.

Salient Management Company, a developer of advanced management accounting/decision support systems, is seeking an experienced sales executive with knowledge of CPG and/or retail grocery operations. The ideal applicant will have a familiarity with analytical techniques employed in the CPG space and a proven track record of developing new business, building strong business relationships and delivering customer satisfaction. The candidate must demonstrate a proven ability to work/close high end enterprise sales. This is a great opportunity to be part of a fast-paced team changing the way business intelligence and decision support systems are implemented.

This is a telecommute position requiring 50-65% travel.

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

Education/Experience:

- Bachelor's Degree (Master's Degree preferred) in Business/Science Management or equivalent sales experience, preferably within solution selling – no less than 7 years.

Primary Duties & Responsibilities:

- Create and close client opportunities in a proactive fashion, maintaining a professional business stance.
- Communicate and convey (at a very high level) the Salient vision aligned with Continuous Process Improvement (CPI) methodology.
- Conduct a thorough needs analysis while qualifying potential clients and interpret into Salient-specific language.
- Align offerings with prospects' needs to present the business solution, thereafter presenting the system.
- Develop and cultivate relationships internally and externally to drive towards company and client goals.
- Deliver forecasting and pipeline reporting (30, 60, 90 days out) – pending stages of the sale.
- Organize and manage multiple concurrent projects and clients in a start up environment.
- Collaborate with Principal Consultants when formulating the go-forward strategy for each prospect and actively participate in system presentations.
- Proactively create programs, campaigns to keep pipeline active. (Ex: Vertical conferences, mailers, etc).
- Maintain contact management database (CRM) with all emails, documents, etc. (recording activities).
- Communicate frequently with Sales Management and team regarding account status and needs.
- Understand current market technologies and competitive products.
- Spearhead and develop initiatives consistent with Salient strategies.

Required Skills or Knowledge:

- Ability to compile a solution, structure orders/contracts (write the project scopes/deliverables), and secure client prospects.
- Ability to negotiate and close a deal.
- Excellent communication and interpersonal skills

Salient Corporation is proud to be an Equal Opportunity Employer.

All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex, sexual orientation, marital status, military status, veteran status, age, national origin, citizenship, ancestry, disability, predisposing genetic characteristics, domestic violence victim status, or any other status protected by law.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.