

# Business Development Manager

<b>Location</b>	Remote	<b>Employment type</b>	Full Time
<b>Travel</b>	50%+	<b>Position type</b>	Salary

We are seeking an experienced and self-motivated Business Development Manager who has a successful track record in establishing multi-sales channels and alliances. You will be responsible for implementing and managing the end-to-end revenue operational infrastructure supporting Next View's vision. The function will align marketing, sales, product, and customer success across the entire customer lifecycle. As a Business Development Manager, you will be tasked with exploring strategic go-to-market opportunities and leading their execution efforts.

## Responsibilities

- Manage and develop strategic relationships with alliances/partners
- Engage with partners' field sales organization to create and drive revenue opportunities
- Manage sales pipeline, opportunities, and business reviews with the partner and internal stakeholders.
- Work with cross-functional teams to create and execute strategic business plans
- Implement appropriate SaaS metrics to drive the business throughout the customer engagement process
- Manage complex contract negotiations
- Drive customer engagement framework that provides exceptional experience and visibility from the point of the initial sale, through implementation and customer services, to ongoing renewals and support.

## Qualifications

- Minimum of 3+ years' experience in sales and/or business development in logistics industry
- BA/BS in Marketing, Business or related field, MBA a plus.
- Experience working with supply chain consultants, system integrators, industrial engineering firms, material handling firms
- Deep understanding of SaaS sales, support, customer experience, and marketing operational models
- Develop and manage effective sales pipeline
- Leadership experience in a high-growth company
- Knowledgeable about software applications for logistics industry
- High energy, positive attitude, and a strong work ethic
- Exceptional professional acumen and the ability to effectively communicate within executive forums
- Strong written and verbal communication skills required
- Proficiency in MS Office applications including Word, Excel, and PowerPoint

## Note

Ability to meet Next View Software and customer security screening requirements may be required for this role. These requirements include but are not limited to the following specialized security screenings:



Next View Cloud Background Check, which candidate must pass upon hire and every two years thereafter.

## About Us

Next View Software is an innovative provider of cloud powered supply chain software solutions. Next View's team has been delivering leading edge software solutions and benefits to customers in the global supply chain marketplace for over 30 years.

Next View offers the industry leading cloud native Labor Management System (LMS). Next View LMS solution helps our customers reduce expenses and improve productivity of their workforce by providing visibility to all aspects of their operations. Collaborating with our customers, we are committed to set new standards in labor management to provide future-proof products and solutions.

## Disclaimer / Policy Statements

Next View Software is an Equal Opportunity Employer. We respect and seek to empower each individual and support the diverse cultures, perspective, skills, and experiences within our workforce.