

Business Development Manager, Business Partners (HO16-10)

ESRI Canada Limited has an immediate need for a Business Development Manager, Business Partners. This newly created position is based out of our Toronto office. The successful incumbent will support ESRI Canada's initiative to develop, implement and maintain strategies for business growth with top tier and high potential business partners. This position will report directly to the Director, Business Partners on an ongoing basis and communicate all relevant matters pertaining to ESRI Partner Network, targeting and recruitment of strategic partners, business planning with existing gold, platinum and high potential silver partners, sales, marketing and customer service issues and opportunities.

Business Development Manager, Business Partners responsibilities include:

- Effectively manage assigned business partners on an ongoing basis continually seeking to up-sell and create new business opportunities
- Develop and implement go to market plans with assigned business partners
- Maintain in-depth knowledge of the ESRI Partner Network program, policies, processes and assigned business partners
- Maintain in-depth knowledge and provide leadership with respect to communication of all assigned partner products, services and related information.
- Maintain in-depth knowledge and provide leadership with respect to communication of all ESRI products, services and related information, maintaining up-to-date familiarity with products offered by competitors on an ongoing basis
- Work collaboratively with Regional Directors, Industry Managers and Account Managers reviewing existing business partners on an annual basis, recruiting new business partners, providing recommendations on renewals, setting goals, quotas and establishing measurement for the following year
- Liaise and work collaboratively with Corporate Managers, Regional Directors, Industry Managers and Account Managers to provide leadership in the development of partner strategies and to continuously seek to improve upon ongoing partner analysis that supports major vertical and account strategies
- Develop prospects and represent ESRI Canada through tactful administration of public relations and excellence in the execution of presentations, partner business planning session, partner assessments, partner reviews, sales meetings, trade shows and follow-up meetings
- Meet or exceed ESRI Canada's annual sales objectives for business partners
- Assist with price quotations, product information inquiries, and benchmark requirements with a sense of urgency and accuracy
- Prepare and submit annual strategic plans, estimates, forecasts, statistics, analysis and financial information in conjunction with ongoing business requirements, priorities and policies and procedures
- Prepare and submit monthly sales expenses in accordance with company policies, procedures and guidelines

Specific skill and experience requirements:

- University Degree – 4 year program
- Minimum of 7 years direct or indirect sales experience.
- Minimum of 5 years experience with the application of GIS technologies

Competencies in the following areas are essential:

- Excellent verbal and written communication skills
- Strong interpersonal skills
- Excellent presentation skills
- Leadership: ability to motivate and coach staff and peers by example
- Customer focused; ability to manage both internal and external clients
- Strategic thinking and business acumen
- Initiative and follow-through ability

Considered as assets for this position are the following:

- MBA or related post-graduate studies would be an asset
- Familiarity and understanding of ESRI software
- Experience in business planning, strategic planning, service delivery, project management
- Bilingual (English/French)

ESRI Canada provides a dynamic work environment, an opportunity to build your skills with leading tools and technologies and a team based approach. We offer attractive salaries with an outstanding benefits package.

Qualified? Send resume, quoting file number HO16-10, to:

Email resume to: jobs@esricanada.com (Microsoft Word format)

Fax: (416) 441-6838

Mail to: Human Resources
ESRI Canada
12 Concorde Place, suite 900
Toronto ON M3C 3R8

****ESRI Canada believes in employment equity and welcomes applications from all interested candidates. Please be advised that only those selected for an interview will be contacted.****