

Job title: VP Business Development: Account Executive

Reports to: Managing Director

We are currently seeking a proven sales professional with a track record of securing new business at C-Suite level, to join our Industrials Executive Business Development team.

In this role, you will be responsible for growing a portfolio of clients within our established Industrials focused sectors. We expect you to have in-depth knowledge of the industry and a network to leverage for new business.

As part of our team, you will lead the business development activities for a portfolio of prospects targeting C-level executives.

You will execute business development initiatives to include inbound and outbound lead generation, development of sales strategies that balance short term revenue generation and long-term productive relationships and driving new sales and marketing efforts for your portfolio.

We expect you to be a team player, remaining involved with the clients you secure, and earning the respect of colleagues and your client teams providing compelling conversations and valuable meeting insights and sound guidance to help prospects learn how they can achieve significant operational improvements and financial results.

The role requires extensive travel and networking to engage potential clients.

Experience Required

The Ideal VP of Business Development within the Industrials sector will:

- Undergraduate degree, master's degree preferred
- 5 plus years of successful selling consultative selling experience
- Have a proven track record of selling to C-Suite executives
- Demonstrate the ability to build relationships at a CEO level
- Be adept at closing large complex B2B consulting led solution engagements
- Have exceptional social skills including team leadership, collaborative mind set, motivation skills driving distributed solution & delivery teams to design complex client problems.
- Possess excellent oral and written communication skills
- Understand business organization structures and operating models with a strong financial acumen, including the understanding, analysis, and linkages of the P&L, balance sheets, and cash flow statements
- Have extensive experience in Industrials or Professional Services sales

Candidates must be ambitious, driven self-starters who thrive within a high-performance culture.

Locations Hiring: UK, Germany, France, US, Asia

Benefits

Successful candidates will enjoy a competitive salary and uncapped variable compensation plan and income potential in addition to a full benefits package.

Proudfoot is an equal opportunity employer, dedicated to creating and celebrating an inclusive workplace environment.