

Director of Account Management & Business Development

Bravo LT needs you to be a part of our highly motivated group of technology experts. We share a passion for technology and the community we serve, and we are committed to building long-lasting, productive relationships. We focus on giving back to the community, positively impacting society, and providing quality solutions that work. We believe in *autonomy*, *mastery* and *purpose* and in trusting people to do the right thing - and we think Bravo LT is a pretty great place to be a part of.

The Bravo LT Director of Account Management & Business Development possesses an understanding leadership, strategic thinking, and execution.

Responsibilities

- Oversee and actively manage sales, business development, account management and client engagement/success
- Work closely with existing clients to grow existing footprint and foster meaningful relationships
- Expand into new markets to create new accounts and prosperous business relationships
- Manage all key enterprise-level and mid-market accounts for Bravo LT, which include several international and global organizations, as well as local companies
- Ensure a positive customer experience throughout entire engagement, from initial prospecting, through generation of SOWs, ensuring quality delivery of consulting services
- Gain a deep understanding of client needs to establish a proof of value while negotiating with stakeholders to ensure win-win outcomes for all parties involved
- Balance efforts between filling sales pipelines (pre-sales/prospecting), active selling and managing/growing existing accounts to ensure sustainable organizational growth
- Interact heavily with Salesforce CRM to track sales and maintain strong relationships with key customers and top recruits
- Deliver and refine best practices into the business development playbook to ensure Bravo LT is always targeting the best prospects in the market
- Attend networking events to build new relationships with potential buyers
- Deliver candidates in a timeframe that allows Bravo LT to meet their client's SLAs

Basic Qualifications

- Values include integrity, accountability, passion, hard-work, and in-person engagement
- Five or more years of experience in business development, sales, and account management
- Bachelor's or master's degree in relevant area of study
- Experience managing customer service, account management, or delivery/recruitment organizations
- Strong interpersonal and communication skills and the ability to interact with a diverse group of clients and colleagues at a high degree of professionalism
- Willingness to travel to meet with clients and prospects

To apply for this opportunity, please visit the Bravo LT Career Opportunities webpage at:

<http://bravoLT.com/careers/>

Location: Grand Rapids, MI