

## Senior Director Business Development - Microsoft

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Company: Publicis Sapient

Location: Bogotá

Category: other-general

### Job Description

**The Microsoft Solutions Sales Director** is responsible for driving revenue growth, managing pursuits, coordinating the increase of pipeline, qualification of opportunities, pursuit of qualified opportunities, co-sales with Microsoft, managing the sales team and their individual performance against goals and managing the Practice's portfolio of Cloud opportunities against the revenue goals of the Practice. Beyond driving any one individual sales, the Solutions Sales Director is also part of setting strategy, reporting market feedback on Solutions, and advising Verticals in their pursuit of Cloud opportunities. Comfortable individually driving a sale or enabling others to sell, the Solutions Seller goes beyond a Business Development Manager by specializing in technology related sales that require familiarity with Cloud, APIs, ML, and other related technologies. Able to translate the complexities of the cloud market into actionable intelligence for other less cloud-familiar roles, the Cloud Solutions Sales Director brings a POV on what clients need and what will sell, constantly building Publicis Sapient's practical relevance to clients during sales meetings with clients or prospects.

### Your Impact:

Create, originate, and pursue opportunities in the enterprise cloud market with an average sale value in six, seven and eight figures.

Build relationships with Microsoft field sales team members acting as the face of Publicis Sapient to gather information on opportunities and guide the co-selling process with Microsoft.

Advocate for Microsoft within Publicis Sapient accounts and represent the value of these partnerships as key growth drivers.

Defend organic accounts from competitive services firms becoming a better partner to a sales team that owns a relationship with mutual clients; provide the verticals with up-to-date sales intelligence to indicate where their client is investing in the cloud market.

“Live” within the Microsoft ecosystem, understanding key leaders, value proposition and market trends, provide SME materials to the practice and the industry verticals from a pragmatic growth lens.

Assist Microsoft and Publicis Sapient sales teams in identification, qualification, and pursuit of potential opportunities, focused on organic growth within key PS accounts.

Manage the pipeline of opportunities coordinating with industry verticals and partners to solve for overall yield at margin.

Structure initial contracts with clients and partners around any given opportunity, stay involved in delivery during initial stages to handoff opportunity to Vertical once underway.

Present Publicis Sapient credentials for Microsoft to bring to clients and prospects while maintaining and generating documents needed to generate revenue and sales; create a “force multiplier” on sales by lobbying partners to sell Publicis Sapient Solutions

Build relationships with key stakeholders among Microsoft/Publicis Sapient clients/prospects, oversee the relationships of other sales roles and anticipate and prevent conflicts between parties before they happen.

Identify instances where Publicis Sapient and/or Microsoft services will contribute to client/prospect’s strategic business and technical initiatives and advise industry verticals on their pursuit.

Participate in building SOWs and service offerings to create clarity for PS delivery leads and client partners.

Create sales collateral, working with sales support offshore and our marketing team to position Publicis Sapient for the next phase of Cloud work, as an extension of the Verticals strategy

Become expert in all elements of one or more cloud platforms, as they relate to Publicis Sapien services and our joint value proposition.

Become an expert in all Publicis Sapien services to help identify any cross-sell opportunities from and to Cloud to/from other Publicis Sapien offerings.

Help develop and support strategic activities and initiatives with Publicis Sapien Business Development to increase Publicis Sapien stance within the Cloud market.

Drive executive connections with sales leadership and partner leadership, including representing PS value proposition to key Partner Sales Managers, Key Account Directors, and executives.

Manage and maintain pipeline, Microsoft and opportunity tracking to properly forecast opportunities and revenue internationally for PS.

## **Qualifications**

### **Your Skills and Experience:**

Spanish, Portuguese, and English knowledge.

Strong understanding of the Cloud and Microsoft Azure technology landscape across diverse geographical regions

Successful track record of building and managing business within a professional services, consulting, or technology services environment.

Ability to navigate a large organization and have the power of persuasion through content and confidence.

Demonstrated ability to take a consultative approach to engaging with executives.

Demonstrated ability to work across internal organization to cast, pitch and sell deals with relevant subject matter expertise.

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