



JOB DESCRIPTION

Position:	Business Development Associate
Department:	Corporate Development
Reporting to:	Director, Corporate Development

The Company:

We are an e-commerce solutions provider helping clients with their online business through the integration of industry leading services and hosting technology. Our singular focus on online retail makes us the preferred vendor for companies that strive for something more than just "acceptable" online sales; our clients want the technology to develop profitable customer relationships to grow all channels and build a dependable, recurring revenue stream with limitless potential.

For well over 15 years our solutions and services have been the foundation of some of the world's most demanding e-commerce businesses. We work with our clients as partners, cultivating long-term relationships to ensure their success. This commitment is reflected in our business and financial model. When they succeed, we succeed.

On-line retail is all about creating a good customer experience, and we like to practice what we preach. We want our employees to have a great experience too! It's important to us to attract and keep the best people. It's how we stay ahead of the competition - and get to work with the best clients in the industry.

We offer a flexible, relaxed work environment, a competitive salary and commission as well as benefits program

If you like to work hard and play hard, this is the place to do it. You'll hang out with smart people, you'll learn a lot and you'll have a great time doing it!

We are looking for outstanding Business Development Manager who will play a major role in the growth of the Company.

Duties and Responsibilities:

The Business Development Associate is responsible for generating incremental revenue from new and existing business, as well as managing existing client relationships, serving as a focal point for maintaining a high level of customer satisfaction and loyalty. Responsibilities include, but are not limited to:

- Maintaining a high level of ongoing business development and pipeline activity, nurturing marketing-qualified leads into high-value opportunities throughout the sales lifecycle
- Identifying and capitalizing on new revenue-generating opportunities with existing clients, while collaborating with the Novator Corporate Development team and strategic technology and channel partners
- Building relationship with clients and effectively manage expectations, while collaborating with development and delivery teams to ensure ongoing customer satisfaction
- Preparing detailed RFP responses, working closely with an internal cross-functional team in the development of corresponding pricing proposals
- Conducting platform demonstrations, acting as a resident expert in Novator's Virtual Retailer™ platform and professional services offerings
- Managing the sales reporting process, providing ongoing updates to management
- Coordinating outbound campaigns with the marketing team, ensuring optimization of message and call-to-action to the prospect universe
- Monitoring new product and market developments, continually developing an understanding of the e-commerce platform market and related competitive platforms and synergistic technologies.
- Assisting the Director of Corporate Development in all aspects of the sales lifecycle

Essential Qualifications and Skills:

- A BA or BS in Business, Marketing, Behavioral Sciences, Technology, or equivalent.

- 5-6 years demonstrated business development/sales success in a technical industry, preferably e-commerce or software and services. Sales engineering experience a plus.
- Superior knowledge regarding the practices and principles related to the sale and implementation of business partnerships
- Proven experience in establishing and building strong and successful working relationships with clients at the front-line management and senior executive levels.
- Excellent presentation and written communication skills
- 20%+ travel is expected