

BUSINESS DEVELOPMENT MANAGER – LATIN AM

Responsible for managing the Latin America region and growing the sales for the region at a 30% growth rate each year.

RESPONSIBILITIES:

- Represent Latin American sales organization's interest at the global level. Closely communicate with product teams to provide customer feedback in the region and local market and product trends to assist with product roadmap developments.
- Responsible to build and grow an effective organization of sales partners in terms of upgrading the caliber of sales team to implement the sales strategy in the region through distribution channels.
- Structuring the sales organization and channels (independent sales partners) to penetrate new markets and customers.
- Responsible to build and align partners and their teams to achieve key organization targets including increased revenue and margin, improved forecasting and decreased obsolete inventory.
- Educate InVue organization on business to business expectations in the Latin American market.
- Meet annual sales revenue goals, new product sales goals and gross margin goals. Grow top line revenue by selling deeper into strategic key accounts and by developing new account relationships; either direct or through distribution channels.
- Establish annual, quarterly and monthly revenue objectives for each country and independent sales partners (channels) to meet Latin America revenue objectives.
- Grow gross margins on sales. Increase gross sales margins through improved negotiations with customers and differential pricing for different customers.
- Provide quarterly forecast of shipments and monthly outlooks of bookings by country and sales partners with detail to the major customers and product level to ensure accurate forecasting of product needs and to minimize excessive stock.

EDUCATION AND EXPERIENCE:

- BS/BA degree
- At least 8 years of sales industry related management experience
- Experience working for a US based organization
- Understanding and extensive knowledge of the Latin America region
- Proven track record of hiring and developing a team of employees and partners
- Experience in developing a plan and executing the grow initiative for a multi-country region
- Excellent communication and presentation skills as well as proven ability to lead
- Drive, energy, enthusiasm and a strong work ethic
- Ability to successfully prospect and generate sales
- Superb relationship building skills
- Fluent in written and spoken English
- Ability to travel globally 50+%