
Title: SVP of Business Development

Company Overview

People 2.0 is the leading provider of contingent workforce engagement solutions within the U.S. and globally. People 2.0 was created with the idea of helping independent recruiters, recruiting firms, staffing companies, RPO's, MSP's and online staffing platforms create reoccurring contingent workforce revenue streams while allowing them to focus on their core competencies.

Position Overview

The Senior Vice President of Business Development is responsible for new business strategy and generation, as well as solution creation utilizing traditional and creative business development methodologies. Strategic selling skills are imperative as the position will have significant contact with senior level executives and prospective clients.

The SVP of Business Development will have experience in building and developing a successful sales team. They should be knowledgeable about how individuals and teams perform at their highest levels, and eager to offer solutions to help individuals and teams work more efficiently and effectively and will ultimately be responsible for the success of their team.

Strong Knowledge of

- People 2.0 and workforce engagement solutions for independent recruiters and recruiting firms, specific to ecosystem concepts and sales tactics
- Developing and executing company sales and marketing plans, including implementing new ideas and tools for the company
- Enterprise/Global recruiting and staffing engagements
- Extensive relationships within the recruiting industry

Specific Responsibilities

- Leads development and execution of sales strategies to meet short- and long-term sales and profit goals
- Works closely with Global CRO discussing sales and marketing strategies, development of new markets, and other issues requiring executive attention
- Ensures that the resources and personnel necessary for implementing sales strategies are in place
- Demonstrate a successful track record of managing a B2B sales cycle from beginning to close
- Success with closing large enterprise deals with >\$40MM in annual contingent labor spend
- Work closely and collaboratively with internal departments and SME's, such as, Finance, Risk, Legal, Human Resources, Marketing and Operations
- Strong ability to review and negotiate complex contracts for terms and financial components, in partnership with Legal Department
- Prioritize and accomplish a daily task load – solid technical experience enabling independent and team performance
- Lead a remote sales team of inside representatives through motivation, sales strategies, pipeline generation and industry education
- Participate in the development and execution of staff development and success
- Ability to build and manage to a forecast and budgeting process for Staffing Services division
- Adapt to new environments while staying productive and ramping up quickly – able to work independently and excel in a fast-paced environment where changing priorities are commonplace
- Demonstrate exceptional analytical skills necessary to quickly assess emergent engagement needs to quickly and effectively resolve issues

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- Provide customers and colleagues thought leadership within the recruiting industry space, staying abreast of new solutions and legislative changes that impact the business

Qualifications

- 15+ years of contingent workforce industry experience
- 10+ years of sales experience with at least five years in a position where one has demonstrated a record of success in selling EOR, AOR, PEO and similar BPO services
- 5+ years of building and managing a successful business development team
- Experience selling to a diverse client base geographically or industry verticals
- Bachelor's degree or equivalent level of experience

Skill Set

- Demonstrated leadership skills, including the ability to lead teams through change
- Self-starter with a sense of urgency, a clear set of priorities, a strong work ethic, and the ability to adapt to changing circumstances in a highly collaborative environment
- Demonstrated critical thinking and problem-solving skills
- Communicate exceptionally both in writing and oral format to build rapport with customers and colleagues – comfortable communicating, negotiating and interacting with individuals at all levels within an organization
- Comfortable and confident using technology as an integral part of the sales process
- Highly organized and detail-oriented, with the ability to keep multiple projects and client engagements active at once.
- Project a polished, professional image always
- Travel 25-50% of the time