



Posting Title: Managing Director

Location: Atlanta, GA | **Reports to:** Chief Executive Officer

Current Need:

The successful candidate will have direct P&L experience with a proven track record of growing a business from seed to exit. The selected candidate will have experience implementing strategic goals and objectives for enterprise and mid-sized organizations. Candidate will provide direction and leadership toward the achievement of the organization's philosophy, mission, strategy, and its annual revenue goals and objectives. Successful candidate will have proven experience leading seasoned IT, Sales, and Operations professionals. Moreover, candidate will have solid experience working within large organizations (preferably Fortune 500 experience). The successful candidate will have experience creating solutions that align with customer objectives and selling these IT and Professional Services to large organizations (preferably Fortune 500 experience) complemented with internal sales experience to grow existing customer accounts. They should be comfortable developing relationships, working both autonomously, and working with team based sales groups that consist of seasoned sales and IT professionals.

Position Description:

As Managing Director you will provide insight into the organization's operations including strategic program delivery, financial and capital management, HR management, and new business development. Candidate will have proven experience working for start-ups and possess the ability to work at the executive level. Moreover, candidate will provide input into the design, marketing, promotion, delivery and quality of programs, products and services. Candidate will be measured on ability to increase financial value of our organization. Candidate will consult with executive management to develop and execute strategic programs aligned with business strategies and priorities. Selected candidate will assist in human resource management by providing assistance to executive management team in the management of human resources of the organization according to authorized personnel policies and procedures that fully conform to current laws and regulations. Candidate will partner with business leaders to ensure the appropriate programs are in place to drive employee engagement and create programs to support retention strategies, career development and mobility across the teams and across the firm. Candidate will support fundraising planning and implementation, including identifying resource requirements, submitting proposals, and administrating fundraising records and documentation. Candidate will support organization and maintain strong team atmosphere, promote effective solutions delivery, and ensure quality and integrity of work performed on contracts.

Additionally, candidate will be responsible for strategically identifying, prospecting and growing mid to large market business accounts and/or State and Local Public Sector accounts. Candidate will call on prospective strategic customers and identify new business opportunities. Through acquisition/solutions based selling, you will analyze customer needs, identify and customize IT services to win accounts. The primary role of this position is to build a revenue generating sales pipeline, which will mainly consist of prospective accounts. You will work within a team environment and partner with the executive management team to maintain and grow accounts. You must have the ability to effectively build and manage a sales funnel. You will work to build and establish channel partners to increase revenue pipeline and partner community. You will be accountable for a high volume of appointment setting and closing of general business accounts to achieve all revenue quota metrics. In addition, you will work side by side with prospective customers as a professional consultant to analyze IT business needs and make recommendations on solutions that will benefit the customer. You will prospect and develop relationships with national Corporations. You will open new accounts and cross-sell to an existing base of clients. Responsibilities will include qualifying, contacting, and closing Data Center Transformation and Business Intelligence, Integration, and Integrity IT professional services. In addition, successful candidate will implement sales cycle enhancements that will improve performance, close ratio, and revenue stream.

Candidate will manage client project/program design, proof-of-concept, and installation; while collaborating with client to define needs and establish criteria for success. Candidate will manage proof-of-concept projects; when necessary, and develop project plans to manage installation and quality control of all results provided to client. Successful candidate will manage client accounts and consulting deliverables. Partner is responsible for understanding client requirements and ensuring that projects meet those needs. Candidate will standardize project design and deliverables for common consulting assignments. Successful candidate will become an expert in services and perform technical sales presentations and demos while leading new business development efforts. Selected candidate will provide regular revenue forecast analytics to senior management team.

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General Requirements:

- 10-20 years of experience in business management, planning, and financial oversight.
- 15+ years of information technology, business intelligence, and data center experience.
- 10+ years of experience in personnel management, including hiring, supervision, and evaluation of benefits.
- 10+ years of new business development experience. (Selling to Fortune 500 & Mid-sized Organizations)
- Demonstrated ability to manage and supervise while working in a proactively diverse and inclusive organization.
- Demonstrated ability to multi-task and work in a fast-paced setting with effective problem-solving mediation skills.
- Demonstrated ability to share skills and knowledge with others.
- Demonstrated ability to work with shareholders, owners, and financial stakeholders.
- Proven ability to cope with conflict, stress, and crisis situations.
- Excellent, proven interpersonal, verbal and written communications skills.
- Top-rate presentation skills coupled with solution based sales experience.
- Deep knowledge of information technology and data center services.
- Must have the ability to maintain confidentiality.
- Possesses outstanding ability to prioritize and organize effectively.
- Experience working with CRM contact management software. (Salesforce, ACT, etc...)
- Superb ability to use personal computer and software applications.
- Ability to identify complementary solutions to provide value to our customers.
- Excellent work ethic and self-motivated with the ability to succeed in any environment.
- Willing to travel to close deals.

Minimum Requirements:

- Minimum of 15 years of information technology experience.
- Minimum of 10 years of business management, planning, and financial oversight.
- Minimum of 5 years experience in business to business (B2B) sales.
- Must have successfully consolidated/optimized data centers and implemented virtualization programs.
- Exceptional client relationship management experience with strong written and verbal skills.
- Self-motivated who takes initiative and works well in a team environment.
- Ability to meet deadlines and work independently when required.
- Strong prospect qualifying experience.
- Familiarity with CRM a plus.

Education:

- Master's degree in Executive Business Management (EMBA preferred)

Send Resumes:

- Aviiva Careers | careers@aviiva.com