



# Business Development Director

WG Consulting, a leading Management and Technology consultancy, is seeking experienced Business Development professionals to support our continued growth, driving results by producing a well-managed, profitable, and growing book of business opportunities across the firm's Finance, Technology & Human Capital solution consulting service lines. These professionals will position WG Consulting as a trusted partner for our existing clients and driving new client engagements through predictable sales processes.

Successful candidates must thrive in a collaborative corporate culture, have a track record of selling consulting solutions and be passionate about identifying new client opportunities and growing long-term relationships.

## Responsibilities:

Business Development professionals are tasked with building and growing great relationships with new clients, positioning WG Consulting's solutions at all levels of the organization.

- Drive activity in clients to develop the WG Consulting brand and identity
- Actively manage a pipeline to deliver consistent closing of new opportunities with an track record of annual production in excess of \$3mm
- Position WG Consulting capabilities and solutions with appropriate business and IT leaders, understanding their needs
- Working with WG Consulting Account and Practice leaders to drive activity in the marketplace
- Work with new accounts to create project success and drive Master Service Agreements (MSAs)
- Work with existing named accounts to drive deeper/broader account presence and raise awareness of our total capabilities
- Collaborate with key vendor partners to build and execute on a joint pipeline
- Lead the sales and proposal process, collaborating with Practice leaders to build outstanding teams and value pricing
- Leverage the WG platform to drive thought leadership on key topics to support opportunity creation
- Participate in and drive the creation of WG Consulting marketing events
- Mentor others in the organization to help build a Business Development eco-system

## Qualifications

7+ years of experience selling consulting solutions to business and IT leaders with annual production in excess of \$3mm.

- Significant prior consulting solutions sales experience with a track record of consistent growth and production
- High energy professionals with a commitment to both revenue growth and delivery excellence
- Passionate about positioning solutions that improve business outcomes within clients
- A critical thinker with excellent written and verbal communications skills
- A proven record of partnering with clients to understand their organizational and industry needs, and position WG Consulting solutions that add value to their organization
- A track record of collaboration and team building with strong people management skills
- Strong process orientation, ability to work with consulting delivery teams to create solutions that fit specific client needs and deliver maximum value.
- Organized and methodical with good prioritization skills
- Understanding of and experience with Solution Sales methodologies in professional services
- A track record of building strong relationships with CXO's and business decisions makers in companies between \$250mm and \$1.5B+
- Skilled at leading teams through the solution selling process, understanding how to support business objectives with technology enabled business solutions



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## Other Information

- “Big 4” or leading management/technology consultancy experience a plus
- Consulting delivery experience a plus
- Travel up to 100% may be required