

Job Title: Negotiator	Reports To: EVP, Engagement Services	Status: Open
Effective Date: 1/1/2015	Direct Reports: None	FLSA: Salary Exempt Plus Commission
<p>NET(net) is the world's only fully technology-enabled consultancy exclusively specializing in full service IT Investment Optimization. We help clients Find, Get and Keep more economic and strategic value in their Agreements, Investments and Relationships. With clients around the world in nearly all industries and geographies, and with the experience of thousands of field engagements with hundreds of suppliers, we have helped clients capture billions of incremental value. NET(net) is a global disruptive industry force for the good of buyers and sellers in the marketplace. We have the required expertise, the desired experience, and deliver the performance clients demand to help them save money and improve value.</p> <p>General Position Description: NET(net) is poised for substantial growth and is looking for a candidate to be the Negotiator. The Negotiator is responsible for planning and conducting structured negotiations to yield exceptional results for Clients. The Negotiator assembles the information necessary from the Client and/or the engagement team members to create a structured negotiation plan which leverages the 3D negotiation techniques including establishing Best Alternative to Negotiated Agreement (BATNA) and Zone of Possible Alternatives (ZOPA), solidification of defection options, identification of value creation elements and structuring the sequencing to affect the maximum result subject to Client constraints. The Negotiator is further responsible to (i) develop negotiation strategies and approaches for input to Client deliverables; (ii) engage with Suppliers to achieve engagement objectives; (iii) collaborate with Subject Matter Expert to track offers and assess progress to targets and additional opportunities that may be available. The Negotiator is expected to reach beyond that which is available unilaterally through market, transaction, configuration, contract and relationship optimization. The Negotiator engages directly with the Supplier to affect the outcome leveraging the Client sanctioned plan and provides feedback to engagement team and Client to report activity and progress.</p>		
<p>Expected Volumes A Negotiator is expected to support no more than 5 active negotiations at any given time</p>		
<p>Competencies and Demonstrated Behaviors:</p> <ul style="list-style-type: none"> ▪ Intellectual Agility that allows you to respond quickly to the changing landscape of a deal. Ability to adapt quickly in a fast-paced environment and capable of meeting aggressive timelines. Demonstrated ability to adapt strategies to client specific requirements and various solutions. ▪ Relentless positive energy and professionalism when dealing with Clients and team members while conducting effective and efficient negotiations directly with suppliers ▪ Orientation and Capability to Drive for Results often exceeding expected project savings and benefits for Client engagement. ▪ Client Centric Approach that quickly establishes rapport and trust. Possess well-developed skills for building long-term relationships and style that fosters the trust and respect of highly diverse clients resulting in a high level of client satisfaction while demonstrating a detailed understanding of Client's business and key resources. ▪ Process Orientation and Discipline to ensure you leverage established methodologies, fulfill expected engagement timelines, meet agreed upon revenue and profitability targets and obtain expected results while creating complex, high quality Client consumable negotiation strategy deliverables. ▪ Strong and Positive Personal Impact that includes Written and Oral Communication of structured negotiation progress to Clients, Engagement Manager, Services Delivery Manager and Client Services reflecting interactions and momentum toward the intended business objective. ▪ Demonstrated Problem Solver with ability to quickly develop unique/innovative Client-specific solutions while collaborating with other NET(net) staff on project deliverables. 		
<p>Position Minimum Requirements:</p> <ul style="list-style-type: none"> ▪ Proven ability to plan and execute structured negotiations ▪ Adept at strategizing, structuring, negotiating and closing large (multi-million/year) contracts ▪ Broad global Information Technology (IT) and packaged software related experience ▪ Proficient at driving results in time-sensitive environment ▪ Excellent verbal and written communication skills that effectively spans a broad audience including technical teams, management, executives and suppliers ▪ Exceptional track record of team and individual performance and growth ▪ Strong business, financial, technical and analytical skills ▪ Ability to communicate financial options effectively to client ▪ Strong English skills, both written and verbal, required. Multi-Lingual a plus. ▪ Proficiency in Excel allowing for clear and effective communication of financial information ▪ Unwavering commitment to succeed with a strong ability to influence Clients positively ▪ Strong interpersonal skills including project, Client and people management skills 		

This position description is intended to provide an overview of the responsibilities and duties of the position. It does not represent an inclusive list of all duties encompassed in this position, but rather serves as a tool to assist the associate in this position. The incumbent in the position will be expected to perform other duties as required. The responsibilities may change over time.

It has been NET(net)'s longstanding tradition, as well as our company policy, to treat all individuals with dignity and respect. We will not discriminate in the selection, promotion, or the transfer process on the basis of race, color, religion, sex, disability, age, height, weight, marital and family status, sexual orientation, or national origin.