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| Job Title: VP, Client Services – U.S. | Reports To: EVP, Client Services | Status: Open |
| Effective Date: 11/11/2014 | Direct Reports: No | FLSA: Salary Exempt |
| <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 dollars in incremental value. NET(net) is a disruptive global industry force for the good of buyers and sellers in the marketplace. We have the required expertise and desired experience to deliver the performance clients demand. In short, we help customers save money and improve long term value.</p> <p>General Position Description:</p> <p>NET(net), Inc. is poised for substantial growth and is looking for a candidate to be a Vice President of Client Services in the U.S. Your primary responsibility will be to develop, differentiate, evangelize, and create incremental market demand for NET(net). Your toolkit will contain a comprehensive IT Investment Optimization Service with an integrated sales, digital and social media marketing strategy. This role would include client and partner acquisition of NET(net)'s Advisory and Optimization Services, as well as continuing to expand the client base of our Managed Services offering. To support your efforts we have developed a rich, technology-enabled, subscription based SaaS platform for Strategic Supplier Management and Strategic Sourcing.</p> | | |
| <p>Essential Duties and Responsibilities:</p> <ul style="list-style-type: none"> • Implement strategic sales plans and forecasts to achieve Company objectives. • Leverage your existing client relationships and partnerships to drive incremental business development channels and programs • Meet with key clients, prospects, and partners to maintain relationships and close deals. • Lead and conduct communications with client executives through articulation of NET(net)'s unique value proposition • Execute contract negotiation of base agreements. • Participate in training and leverage existing marketing programs. • Establish and maintain a consistent corporate image throughout all client interactions, events, and marketing materials. • Maintain, manage, and govern sales processes in our CRM system • Work cross functionally to ensure company success and ultimate client satisfaction. • Be willing to lead by example, and have an unmistakably clear set of strong business and personal ethics. | | |
| <p>Competencies and Demonstrated Behaviors</p> <ul style="list-style-type: none"> • Effective Solutions Selling techniques that include the negotiation of complex contracts • 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 possess capabilities to meet aggressive timelines. Demonstrated ability to adapt strategies to client specific requirements and various solutions. • Relentless positive energy and professionalism when dealing with customers and team members • Orientation and Capability to Drive for Results toward agreed upon goals and objectives • 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. • Process Orientation and Discipline to ensure you leverage established methodologies • Strong and Positive Personal Impact that includes Written and Oral Communication • Demonstrated Problem Solver with ability to quickly develop unique/innovative client-specific solutions. | | |

Minimum Requirements:

- 10+ years' sales management and marketing experience in comparable industries including IT consulting services with technology enablement or SaaS or enterprise software provider with integrated services.
- Proven track record of sales success.
- Thorough knowledge and successful use of digital and social media sales tools including CRM, LinkedIn, Hoovers, etc.
- Bachelor's Degree (MBA a plus)
- Successful record of managing executive client relationships in large and complex corporations
- Excellent oral, written, and presentation communication skills and ability to communicate effectively across organization levels and different roles
- Ability to work collaboratively with a virtual team environment of colleagues in a results driven, team oriented, environment.
- Extensive experience with sales processes, planning, and using Customer Relationship Management software products (Microsoft CRM with Customer Centric Selling methodology a plus)
- Travel required up to 30%

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 are an equal opportunity employer and we will not discriminate in the hiring, 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.