



Business Development Mgr - APAC

NComputing is the global leader in the fast-growing desktop virtualization market. This individual will be responsible for growing NComputing's APAC revenues through direct high level customer/prospect involvement. This individual will work jointly with Sales to craft strategy, message, and market focus relative to all industry sectors including education, government, and enterprise tenders. The key responsibility will be to establish high level relationships across APAC that provide long term revenue opportunities.

Essential Job Functions

- **Expand upon existing NComputing network of Education, Government and Industry contacts to raise profile and awareness of NComputing in key territories**
- Increase NComputing APAC revenues in assigned markets by directly supporting the sales force and by creating industry strategy, sales focus and sales enablement tools
- Working in conjunction with country sales leaders on field execution and executive relationship building with prospects, clients and Systems Integrators partners (SIs)
- Drive efforts to build a pipeline of industry opportunities that lead to revenue
- Create and launch solutions for Education, Government, and Enterprise businesses based on NComputing technology and value proposition
- **Manage tenders and large business opportunities in conjunction with local territory sales**
- Work with the SI's to position NComputing in their solutions and increase SI industry practice awareness of the NComputing solutions and product line
- Be the NComputing spokesperson for industry /segment markets (conferences, events, press and analyst days)
- Be responsible for documenting success and industry specific knowledge at existing and new key customers
- Generate thought capital related to Education, Government, Enterprise sectors and NComputing
- Produce and support content creation, thought leadership, and on-going sales and marketing activities
- Participate with Sales and Marketing in their integrated plans
- Use consultative selling practices to drive new business at targeted accounts

Skills/Experience Requirements

- 7 - 10 plus years hands-on technology sector experience
- Demonstrated experience in the Education, Government and/or Enterprise technology environments
- **Strong network of Government and Enterprise contacts**
- Demonstrated experience positioning/selling to the Executive level
- Demonstrated business value delivery (business case development)
- Strong written and oral communication skills
- Highly collaborative interpersonal skills
- Highly computer literate with strong technical skills

Education

- College Degree required, MBA a plus