

## Position Summary

Director of Business Development is responsible for leading NComputing's business development efforts across integration partners, channel partners, and resellers. It will be the Director's responsibility to outline the top revenue-generating partnership opportunities for NComputing's business development efforts, develop the plan to pursue those opportunities, and execute the plan to meet revenue targets. This is a highly strategic role that requires a creative dealmaker obsessed with the Cloud/Virtualization market and building valuable business relationships. Given the aggressive growth NComputing is targeting, this role will require a passionate commitment.

Responsibilities will include:

- Pursuit of the existing top priority opportunities that NComputing has already developed, with the goal of successfully completing those partnerships and taking them to market in 2012.
- Development of an overall Business Development plan that identifies additional top opportunities for integration, co-selling, and channel sales—and the execution of that plan.
- Coordination of NComputing Business Development efforts across 1) sales team and vertical directors 2) marketing team 3) support organization and 4) product development team.
- Management of overall growth of business development team to support NComputing's business development efforts including any additional hires.
- Coordination with NComputing Senior Sales Executives on any high level sales opportunities.

## Qualifications and Requirements

- Bachelor's degree or equivalent experience required
- 10 years experience in Business Development ideally within tech sector.
- Minimum 5 years experience in sales & marketing, preferably in technology and preferably in an entrepreneurial/start up environment, with proven track record of successfully developing product sales/marketing strategy and taking products to market.
- Demonstrated ability to manage others and lead team in successfully achieving organizational goals
- Demonstrated ability to develop partnership strategies that support organizational goals
- Demonstrated track record of developing, presenting and closing complex revenue generating as well as complex strategic partnership proposals
- Proven ability to negotiate complex agreements and keep terms of deal intact; proven ability to manage negotiation at senior executive level within the partner organization
- Exceptional communication skills, including presentation, formal writing (i.e. written proposals), phone and e-mail
- Superior analytics: demonstrated track record developing and managing complex deal structures with multiple variables
- Demonstrated track record and ability to influence executive-level leaders (both internal and external) regarding matters of significance to the organization
- Superior problem solving, project- and program-management skills
- Ability to develop proposed partnership strategies and build an effective business case to support these strategies