

Title: Senior Global Business Development Professional

Location: Charlotte, NC based (50-mile radius) Highly Preferred

JOB SUMMARY:

TCG Consulting, a leading twenty-four year (Inc. 5000 and Consulting Magazine Top Growth Company for multiple years) global independent strategic advisor for Travel, Meetings, Payment and Expense, is searching for a **Global Business Development Professional** with specific B2B client acquisition and management experience. The ideal candidate should also possess experience managing complex sales cycles (i.e. multiple stakeholders) and interacting with senior procurement and finance. This leadership position would be responsible for supporting all aspects of business development including team development, and joint coordination with client management, strategic alliances and marketing. Understanding the nuances of managing sales opportunities across both professional advisory services and ongoing team management services would also bring significant value to this role.

RESPONSIBILITIES:

- Drive Company awareness, leads and proposal opportunities to support the achievement of revenue and broader company goals
- Lead coordination of sales opportunity process management including external and internal engagement delivery
- Develop and participate in pre-event sales planning (in person or virtual) and post-event revenue generation activities
- Conduct business development activities to drive interest and opportunities for Company targeted delivery areas
- Participate in company trainings and lead education sessions to broaden company awareness of business development objectives
- Work in tandem with strategic alliance partners to manage cross sell activities
- Facilitate new client onboarding process through contract execution and remain engaged for handoff to delivery
- Provide recommendations for sales reporting and measurement
- Support the development of sales, strategic alliance and client management targets

QUALIFICATION & EDUCATION REQUIREMENTS:

- BA or equivalent degree
- 5-10 years of business development experience in B2B professional services, travel/payment/expense or technology
- At least 3-5 years of experience managing other sales associates is strongly preferred
- At least 3-5 years of experience selling to senior finance and/or procurement
- Ability to travel up to 20%

PREFERRED SKILLS:

- Efficient Microsoft Office skills (Word, Excel, PPT, etc.)
- Strong Customer Relationship Management (CRM) system experience (Salesforce Preferred)