

Experienced Sales Director to BPO (Business Process Outsourcing)

If you join Accenture you can make great ideas happen for some of the world's most dynamic companies. With broad global resources and deep technical know-how, we collaborate with clients to cultivate ideas and deliver results. Choose a career at Accenture and enjoy an innovative environment where challenging and interesting work is part of daily life.

Our Outsourcing business is one of the three strategic growth platforms in Accenture. Growing the outsourcing business is a key business priority. There needs to be continual focus on building outsourcing opportunities across the various industries using both industry adapted vertical solutions and on selling functional business process services.

Accenture is currently looking for a senior **Sales Director** to join the **BPO (Business Process Outsourcing)** team that is comprised of sales professionals focused on generating potential opportunities and on contracting work with clients. The role has direct sales responsibilities with specific annual sales target. This job entails developing and directing the sales efforts for new target clients and/or directing the efforts to ensure execution of sales strategies geared toward protecting and growing business with existing clients. Further a key focus will be on ensuring successful closure of the deals within the generated pipeline.

Job Description

Your primary role will be to drive growth by increasing the flow of prospective BPO deals into the pipeline, and converting these opportunities into sales. Your span will be all Accentures outsourcing services. You will focus on large companies and your contact level will typically be C-level executives.

Key responsibilities may include:

- Identifying potential leads independently (or with team-members) through networking, customer meetings, trade shows, public speaking, and/or other sources
- Developing relationships with potential buyers through personal meetings, presentations, speaking engagements, business networking or other business or social gatherings
- Develop strategies and tactics for penetration of new accounts and cross selling to establish accounts
- Initiate and qualify opportunities that are acceptable to Accenture and has a justified business case for the client
- Ensure the closure of potential deals and managing the end-to-end lifecycle from pipeline to a successful signed deal.
- Recommending which opportunities Accenture should pursue using criteria such as highest probability of winning, and profit potential
- Supporting/participating in any oral proposal activities, developing and reviewing written proposals
- Maintain a keen sense of marketplace intelligence of trends and competition in order to provide market leading perspectives, emerging trends, tools and techniques that can be effectively utilized to develop and promote business
- Articulate what Accenture brings: relevant assets and capabilities including Market Offerings; Vision; Process Framework; Key Messages; Credentials; Tools
- Track and communicate progress against sales goals and targets

Qualification

- A relevant Master Degree
- New business oriented sales profile

- 10+ years sales experience; large BPO-outsourcing engagements or complex vertical business solutions (multi-million dollar projects)
- Strong sales track record - meeting multi-million dollar targets
- Deep capabilities within relevant functional process areas such as Finance & Account, Procurement, HR, Sales Support etc.
- Advanced sales and marketing skills
- Excellent business acumen and industry acumen
- Proven global expertise and perspective; executive level presence and influence
- Excellent negotiation, influence, mediation and conflict management skills
- Exceptional communication in both Danish and English (written and oral) and interpersonal skills
- Strong organizational, multi-tasking, time-management and analytical skills
- Extrovert, creative and competitive
- Ability to meet travel requirements, when applicable

Investing in you

At Accenture we believe that quality comes from within and we invest considerable resources in the development of your professional competencies. You will receive on-going training and leadership development that builds and extends your skills on a continuous basis. The training takes place both in Denmark and at our various locations around the world.

Balancing your priorities

Our employees are our most important asset and we provide an environment that encourages a healthy work/life balance. You will get your own career counselor who interacts with you on a regular basis, ensuring you a career path that suits your needs and ambitions. Through our buddy network you will have easy access to knowledge and networks both on a professional and a social level. By using laptops, mobile phones, internet access and technological innovation, you will furthermore benefit from our flexible working arrangements.

Contact and application

If you have any questions please call Brian Ranvits at European Search Company; +45 2048 0548.

If you are interested in the position, please send your CV and motivational letter in english to; bra@europeansearch.dk att: "Sales Director - BPO"