**Position Classification:**

**Position Title:** Director, Business Development              **Date:** September 2022

**Department:** Sales

**Reports to:** Chief Sales Officer

**FLSA Code:** Exempt

**Opportunity:**

Seaborn Networks is a fast-growing, privately-owned networks service provider focusing on connectivity between US and Latam. Having originally built the Seabras1 cable between NY & Sao Paulo, Seaborn has expanded its footprint to include three subsea cables combined with domestic network connectivity in Brazil along with connectivity to Argentina, Colombia, Chile & Peru. As Seaborn continues to invest in the region and grow its network coverage, it is looking for a Director, Business Development with the specific skillsets to leverage these assets within a base of existing and prospect accounts.

Package consists of a base salary plus commission on a 50/50 basis.

**Position Summary:**

The Director, Business Development will manage accounts in need of and in support of network ~~capacity~~ services.   The successful candidate will develop customer relationships and drive sales of wavelengths, ethernet IP, colocation and infrastructure services (IaaS) to prospects and customers. The position is responsible to achieve sales and revenue growth targets through consistent account management activities as well as acquiring new accounts. Meet monthly, quarterly, and annual sales goals set by the leadership team through aggressive prospecting and selling. A demonstrated ability to succeed in an autonomous environment is key to this role. The ideal candidate has existing relationships within the wholesale carrier space combined with a strong understanding of subsea network connectivity (preferably in Latam), IP transit, and backbone networks with the ability to work on large, complex deals applying a consultative and trusted advisor approach.

**Position Essential Functions**:

* Generate sales revenue by actively promoting Seaborn’s products and services to targeted account base.
* Present proposals and manage customers through the sales process.
* Attain high customer satisfaction results based on excellent customer support in sales process
* Maintain current business relationships with customers, securing existing revenue on long-term commitments.
* Apply knowledge of customers, industry, and services to achieve revenue objectives.
* Identify, initiate contact with and qualify potential customers.
* Track, analyze and report on sales performance and activities in Seaborn’s CRM tool, NetSuite
* Develop accurate and timely forecast of sales opportunities.
* Develop and maintain records of customer activity for reporting of sales and forecasts.
* Provide accurate and timely information to management.
* Coordinate closely with other departments to ensure customer satisfaction is maintained and revenue objectives met.
* Collaboratively work as a part of a team while concurrently performing as an individual with minimal supervision.

**Position Qualifications:**

* Bachelor’s degree or equivalent from four-year College; or equivalent combination of education and experience.
* 8+ years’ experience solution selling into cloud/OTT accounts.
* Strong financial acumen.
* Demonstrated success & consistency in achieving targeted sales goals.
* Excellent communication skills, both verbal and written.
* Exceptional customer service and relationship building/maintaining skills.
* Thorough understanding of account management & the strategic selling process.
* Effective problem solving and interpersonal skills.
* Knowledge of Microsoft Word, Excel and PowerPoint; NetSuite a plus.
* Complete understanding of Seaborn Networks value proposition, products, and services such as subsea connectivity solutions, Ethernet, Wavelength, IP transit, and colocation.
* Ability to travel frequently and as required.
* Portuguese and/or Spanish preferable combined with working familiarity of Latam region.

**Work Environment:**

The physical demands described here are representative of those that must be met by an associate to successfully perform the essential functions of this job.  Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of the job, the employee will be required to meet the demands of the following requirements:  sitting, standing, talking and hearing.

This role will require travel and a current passport is required. Applicants must embrace extensive prospecting along with frequent engagement with prospects and customers.

The primary work location is home office in one of the desired US locations including New York / Northern Virginia / Miami

Please send resume and cover letter via email to eric.brooks@seabornnetworks.com