

## **Business Development Director – OCTO Telematics**

Octo Telematics is looking for Business Development Directors to take the Americas growth to the next level, by executing on organization and individual goals using strategies and tactics of our sales and product plan. We are looking for someone interested in targeting the market's largest accounts and prospects.

The Business Development Director role is a “hunter” that aggressively prospects into enterprise accounts at the senior management level and must execute consistently on the sales and development strategy and assigned objectives. They will do this by understanding the business, markets, products, value proposition, selling cycle/processes/challenges, and regional nuances.

In this position you will collaborate with the technical and product teams and participate in Business Development planning and target strategies, Sales discovery, and various pursuits focused on our clients' business needs. The position favors a creative, skilled communicator, and a customer focused individual that can create content and deliver it in a powerful way.

This position reports to the SVP of Sales, Americas.

### **Essential Responsibilities**

- Implement the sales strategy, which includes identification of high potential vertical markets, new business development and existing account penetration plans
- Meet and exceed annual sales quota by selling new accounts, providing support to retain existing accounts, and selling the Octo Insurance products and services
- Seek out new opportunities, pitch, demo and close independently
- Develop and implement individual account plans that strengthen relationships with key decision makers and uncover new customer applications for additional Octo products
- Develop individual business development plans that outline monthly revenue objectives by product line, weekly activity objectives and personal development plan and objectives
- Gather competitive information and assist in the development of new products based on market and specific customer needs
- Negotiate contracts with new clients as well as maintaining relationships with key contacts in large accounts
- Provide accurate sales forecast to establish annual budgets and to plan for additional resources needed to achieve corporate goals
- Use appropriate/designated sales and CRM tools to update management and share information in real time

### **Qualifications / Requirements:**

- Bachelor's degree with 10 years of sales experience OR High School diploma/equivalent with 20 years of sales experience
- Minimum of 10 years of successful B2B experience selling Telematics hardware and services, Telematics as A Service, Software As A Service, and/or Analytics As A Service into medium to large enterprises in the Americas region
- Experience selling to Insurance companies or for insurance companies/ technology solutions / software
- Proficiency with computer applications, including SalesForce, and Microsoft Office programs required
- Demonstrated senior level consulting and collaborative skills to establish positive, effective relationships with upper levels of management
- Demonstrated strong sense of personal accountability and self-sufficiency in the selling process
- Demonstrated exceptional written and oral communication skills
- Demonstrated ability to articulate products and services and how they will be delivered and maintained to customers

### **Desired Characteristics**

- Documented experience selling into Auto Insurance, Fleet Management, Rental Car, Shared Mobility Platforms, Automotive Dealer, Automotive OEM, or related industries at the C Level
- MBA or Master of Science in technical or business field of study
- Experience working in a high-level collaborative environment and promoting a teamwork mentality
- Efficient multitasking with strong organizational skills
- Ability to be comfortable with ambiguity and stepping outside of their comfort zone and show initiative
- Building and running innovative, efficient, and effective operating mechanisms that support a global commercial business
- Excellent analytical, project management, and planning skills with the ability to learn quickly
- Strong relationship building skills required, including experience bringing together diverse groups of stakeholders
- Able to function in a complex, agile, fast-moving, cross-functional workplace and adapt to the changing environment
- Excellent time management and organizational skills and experience establishing guidelines in these areas for others
- Strong internal and external customer service focus, with a genuine desire to assist others
- Ability to energize and lead in complex, matrix, goal-driven organizations
- Excellent collaboration, influencing, project management, organizational and change agent skills
- Prior experience and functional knowledge of sales and CRM tools such as Salesforce
- Capable of handling multiple issues and/or projects simultaneously and executing to completion
- Developed (oral and written) communication and diplomacy skill set with the ability to influence others by presenting sound and logical arguments tailored to the audience

### **Location**

This role is remote

## **Additional Eligibility Requirement**

Octo Telematics N.A. will only employ those who are legally authorized to work in the United States for this opening. Any offer of employment is conditioned upon the successful completion of a background investigation.

## **Benefits**

Because our people are our greatest assets, we also offer competitive benefits that include:

At Octo Telematics N.A, we realize diverse teams make smarter decisions, deliver better results, and build stronger communities. We're an organization that champions diversity and inclusion at every rung of the ladder and are proud to be an equal opportunity workplace.

100% Company paid premiums for Health, Dental, Vision, Short- and Long-Term Disability, Life Insurance, and AD&D Insurance.

Generous Paid Time off policy

Paid Holidays

401(k) Plan

Flexible Spending Accounts

Is relocation for this position offered: No

Number of Job Openings: 1

## **About Octo Telematics North America**

Founded in 2002, OCTO is a leading provider of telematic services and advanced data analytics for the Insurance sector, and increasingly one of the leading companies offering solutions for Fleet Telematics and Smart Mobility. With OCTO's unique propositions already established in the field of Insurtech and Smart Mobility, OCTO continues to expand in new sectors and international markets. In the context of an increasingly connected world, OCTO's advanced analytics and its set of IoT Big Data, generates actionable analytics giving life to a new era of Smart Telematics. For more information, visit [octotelematics.com](http://octotelematics.com).

Octo Telematics N.A offers a great work environment, professional development, challenging careers, and competitive compensation.

Octo Telematics N.A. is an Equal Opportunity Employer. Employment decisions are made without regard to race, color, religion, national or ethnic origin, sex, sexual orientation, gender identity or expression, age, disability, protected veteran status or other characteristics protected by law.

Octo Telematics N.A is NOT accepting unsolicited assistance from search firms. All resumes submitted by search firms to any employee of Octo Telematics N.A in any fashion without a valid written search agreement in place will be deemed the sole property of Octo Telematics

N.A. No fee will be paid if a candidate is hired by Octo Telematics N.A based upon an unsolicited referral.