



15660 Dallas Parkway, Suite 400  
Dallas, Texas 75248  
Tel. 972-690-9491  
www.convergedns.com

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**Position: Director of Business Development**

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**Overview:** Primary responsibilities are to grow revenue through the development of long-term client relationships, enhance CNS's profitability and develop market awareness of our capabilities. This is a fast paced, challenging role and strong business acumen and judgment is essential.

The successful candidate will be comfortable collaboratively selling as part of a team to assess and resolve client needs. Sales teams include technical experts and program managers who support delivery of our strategic and operational consulting services. The ability to partner with team members to advance client relationships and sales opportunities will be critical to the success of this position.

The role of the Director of Business Development is also entrepreneurial in nature, requiring creativity as well as solid leadership and, strong business and analytical skills. To be effective in this consultative sales position, you must be an exceptional listener and use problem-solving skills to uncover the full range of client needs as well as to ensure clients are satisfied with their relationship with CNS. The individual must be professional and ethical in the way they interact with clients, co-workers and other 3<sup>rd</sup> parties.

**Required Skills and Experience:**

- Minimum of 7, or ideally 10+ years experience selling consulting or complex professional services
- Strong account planning and management skills
- Team selling experience collaboratively with technical experts and program support personnel to advance a sale
- Extensive professional network in one or more of the following areas, including senior and executive level contacts:
  - Wireless Service Providers
  - Wireline Service Providers
  - Cable & Broadband Service Providers
  - Network Solutions (HW/SW/Services) Companies
  - Content, Media & Entertainment Companies
- Has consistently met and exceeded sales goals
- Knowledge of consultative selling methodology and related techniques
- Successfully developed long-term client relationships
- Experience selling for a start-up or an organization experiencing rapid growth a plus



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### **Global Responsibilities:**

- Communicate with management on status of sales efforts, issues, obstacles and ideas to improve sales and operational performance, expand market awareness
- Develop a general knowledge of business and technical issues affecting clients as they relate to CNS services and capabilities
- Serve as a client advocate and business resource
- Support office's market awareness and networking activities
- Share insights and communicate best practices to sales team and sales leadership
- Manage business on a personal and ethical level
- Support CNS's vision and values

### **Sales/Client Relationship Responsibilities:**

- Lead business development and client management efforts within their customer focus area including initiating calls to prospective clients, conducting client meetings to uncover opportunities and expand relationships.
- Organize and prioritize client targets and complete account planning for top 5 to 10.
- Involve management, technical and programmatic resources in account planning, pursuit of sales and monitoring of engagements as appropriate
- Qualify client opportunities to determine need and appropriateness of involving other members of sales team to advance sale, relationship
- Sell Strategic and Operational Support services as well as other CNS initiatives
- Assist in setting pricing based on scope, duration and skills required, and ensure is competitive while achieving GM target
- Prepare and deliver proposals that address a client's business issue
- Ensure compliance with CNS policies and procedures in the development of contacts and commitments
- Working with project management, facilitate engagement kick-off meetings, client status meetings, quarterly business reviews and engagement wrap up sessions as appropriate
- Monitor management and delivery of engagements sold to ensure client satisfaction



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**Office Responsibilities:**

- Communicate with management regarding proposals, engagements or client changes
- Prepare required sales reports, including pipeline, expense and activity summaries
- Assist in ensuring client's bills are paid promptly
- Participate in office management, training and consultant loyalty related meetings/events
- Participate in the recruitment of staff, especially consultants
- Assist in orientation and on-going development of staff

**Compensation:**

- Competitive compensation packages
- Strong benefits package (401k, medical, and disability)
- Bonus Program

**About CNS:** About Converged Network Solutions is a leading business and technology consulting firm focused on delivering emerging service enablement, through strategic and operational support, to companies participating in the communications and content value chain. Our extensive wireless and wired telecommunications and digital content domain knowledge coupled with our Unison<sup>sm</sup> business planning framework, UnisonMCS<sup>sm</sup> business simulation tool and UnisonIPS<sup>sm</sup> information and process simulation tool ensure that our clients receive the best support available to bring new services to market. CNS clients range from industry-leading, Fortune 50 companies to emerging product and service providers.

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Point of Contact: Brian White  
Telephone #: (972) 690-9491 ext. 435  
E-mail: [bwhite@convergedns.com](mailto:bwhite@convergedns.com)