

Business Development Manager (Public Sector)

At Genus Technologies, we help customers solve complex digital transformation challenges through the use of intelligent document capture, content services, and process transformation solutions. We provide software, consulting and support services. We build repeatable solutions to complement our channel partners (Kofax, IBM, and Nuxeo) offerings with our own intellectual property. We are an experienced team of engineers, developers, creative thinkers, problem solvers, and overall smart people.

Who We are Looking For:

We are currently seeking a Business Development Manager with expertise in creating and executing sales and marketing activities within the California and U.S. Public Sector Market (State and Local Government) to drive sales revenue. In this position you will be integral member of our Sales team, and report directly to the Director of Sales and Marketing to extend and build on our success in this market.

You may be a great fit for this position if:

- You live in Northern California
- You have proven record of locating, developing, and defining business relationships with government agencies, councils, consortiums and special interest groups.
- You enjoy providing consultative solution selling to C level and mid-level management stakeholders in Information Technology and Business.
- You enjoy developing and growing existing customers and can handle specific sales transactions from end-to-end
- You are a team player and willing to work closely with Genus sales, marketing, delivery, and support teams as well as channel partner representatives to grow our market presence in the U.S. Public Sector market.
- You can effectively communicate how a suite of intelligent document automation and content services solutions can enhance and improve the customer's operations and business.

Primary Duties and responsibilities

- Establish a dialog with our existing public sector customers.
- Build a consistent sales pipeline within the Public Sector Market.
- Meet or exceed sales quota goals.
- Identify and prospect into new public sector agencies.
- Educate the public sector market on Genus and why they should do business with us.
- Promote and establish yourself as a trusted advisor in Intelligent Automation solutions.
- Protect Genus' Core Values by keeping information confidential while acknowledging government agencies' needs to fulfill Public Records Requests.
- Understand public sector market trends and provide roadmap to existing customers.
- Engage cooperatively with channel partner teams to build revenue pipeline.
- Partner with your internal Genus team to create solutions based on customer needs.
- Use Channel Partner specific software tools to register client opportunities and ensure receipt of vendor revenue recognition.
- Educate yourself on Channel Partner offerings and how those solutions benefit your targeted public sector market.
- Provide Account Management services
 - Hold regular strategic and tactical account meetings for assigned clients.
 - Develop account strategy and goals.
 - Maintain and update Genus Account Management records for the client.
 - Track future projects and project ideas.

Essential Qualifications

- B.A. or B.S. degree in Marketing, Technology, or related field
- A minimum of 5 years of experience in technical services and software sales
- A minimum of 5 Experience in selling and marketing to IT and Business Stakeholders within the California State and Local Government Agencies.
- A “can-do” attitude and the ability to tackle challenges in a positive and thoughtful way.
- Ability to travel up to 50% of the time if necessary.

Rock Star Qualifications

- Experience within the consulting industry focusing on State and Local
- Experience working for a Systems Integrator or Value-Added Reseller is strongly desired.
- Experience in working with County Health and Human Services a plus.
- Experience with Business Process Management (BPM) or Enterprise Content Management/Services (ECM) or Intelligent Document Capture.
- Leading technical, sales and business development team members.

Why Genus Technologies:

- We share these Core Values.
 - We do the right thing- we act in the greater good while supporting teamwork and collaboration.
 - We strive to be the Best with our domain expertise, zest of knowledge and quality work product.
 - We Take Initiative and be proactive, hardworking and independent.
 - We are accountable by being reliable and taking responsibility. We see it, own it, solve it, and do it
 - We have consulting mindsets and are responsive, curious, listen first-act second, and make the complex, simple
- We value independence, collaboration, and an entrepreneurial spirit that allows self-starters to wear multiple hats, accelerate professional development, and directly influence the direction of the company
- We have a proven history with many State and Local customers across the country and specifically in the State of California from which to begin your tenure.