



Business Development Executive, North America Utilities

Location

Home office - Dallas

Travel as required for business development activities, roughly 50 - 70% expected

Reporting Relationships

The Business Development Executive, North America Utilities will report to Ron Aberman, EVP Business Development - North America Utilities Sector

Summary

Senior Seller with responsibility for the creation of Customer Management value propositions that resonate with client executives within the Energy and Utilities industries. Work internally with other client stakeholders to craft the proper sales approach to identify and qualify Meter-to-Cash business process outsourcing, call center overflow and business resiliency solutions, application maintenance and hosting, and customer information system software opportunities. Create and utilize tools and metrics, financial analysis techniques, and formalized target account selling approaches to assist in the opportunity qualification, assessment, and prioritization of suspects.

Responsibilities

The Business Development Executive will help position Vertex as a premier provider of Customer Management Services for the Utility Industry. Key areas of responsibility include:

- Developing and Validating Meter-to-Cash opportunities (customer management outsourcing)
- Developing, Qualifying, and Closing Call Center staff augmentation opportunities
- Developing, Qualifying, and Closing Customer Information Systems Software opportunities
- Developing, Qualifying, and Closing Application Maintenance and Hosting opportunities
- Generate excitement and industry knowledge for Vertex suite of offerings
- Speak at conferences, attend trade shows
- Respond to RFIs and RFPs, assuring that Vertex bid is of highest quality and our internal governance process is followed

Education

BA/BS is preferred

Experience

- Proven experience leading transactions in \$1M to \$25M TCV range
- Knowledge of Customer Management Outsourcing
- Knowledge of CIS software market for Utilities

Please send resumes to vertexnacareers@vertexna.com.

Date posted: August 27, 2008



- Knowledge of Application Maintenance and Hosting
- Previous experience working with third party advisors
- Knowledge of North America Utility Market
- Deep understanding of Meter-to-Cash processes

Personal Qualities

The successful candidate will be a high caliber individual with the following attributes:

- Outstanding interpersonal, communication and leadership skills and excellent business judgment
- Performance focused with strong intellectual horsepower
- Able to think outside the box and accept nothing less than the best possible solution for each and every deal he/she leads
- Energetic, passionate, highly-motivated, resilient, tenacious, and able to multi-task
- Strong business orientation and acumen
- Ability to develop and maintain collaborative and effective working relationships with company officers as well as deal team staff resources

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