

Position Title:	<b>Manager, Business Development</b>	Position Type:	<b>Full Time</b>
Reporting To:	<b>Area Vice-President, Business Development</b>	Compensation:	<b>Salary + Bonus</b>
Expected Travel:	<b>60%</b>	Position Location:	<b>Markham, Chicago or Philadelphia</b>
Education Desired:	<b>BA or equivalent</b>	Experience Desired:	<b>At least 5 years</b>
Post Date:	<b>2011</b>	Close Date:	<b>On-going</b>

**Job Description:**

**Longview Solutions**

Longview Solutions provides corporate performance management (CPM) and tax provisioning software that leading companies such as Trustmark, Time Warner, Home Depot, Eaton, Welch's, and Integrys use to drive performance with speed, visibility and financial integrity. Since 1994, many of the world's most respected companies have been using Longview to create a single repository of financial truth from which statutory consolidation, management reporting, financial close and XBRL reporting, financial planning, modeling, analysis, budgeting, forecasting and tax provisioning and reporting can be performed quickly and accurately, enterprise-wide. Longview is an Exact company headquartered in Toronto, Canada with additional offices in Philadelphia, Chicago (USA) and London (UK).

**Position Overview**

The Manager, Business Development at Longview Solutions will be responsible for developing and maintaining strong relationships a cross-section of leading technology and/or consulting firms that Longview partners with to provide added value to our customers' needs and to extend our market reach. In addition, the successful candidate will work cross-functionally with different internal departments, including the Sales, Account Management, Development, Marketing, and Consulting teams, to create profitable growth through partner channels.

- Summary of Responsibilities**
- Take ownership of and manage a portfolio of partner relationships both from a business and technical perspective and take a lead role in:
    - nurturing strong relationships with technology and / or implementation partners
    - developing partner strategies and lead partner programs and joint marketing projects
    - creating and implementing account specific strategies and programs which will drive increased leads, opportunities, revenue and market share for Longview and our partners
    - generating, monitoring and reporting on all activities related to the partner including new lead and pipeline activities, sales forecasts and status updates on partner related issues requiring the attention of senior management via the Longview CRM system
    - providing insightful communications to Longview personnel and prospective customers related to the benefits our partner organizations can provide
    - managing all ongoing partner activities including lead registration, referral fees, billings, etc.
    - attending meetings and joint marketing sessions on-site at partner local offices.
  - Provide support for new and existing business sales representatives by assisting in the management of key account and prospect sales processes and by contributing to the development of responses to

#### Request for Proposals (RFPs)

- Represent Longview at trade shows, industry associations and other events across North America as required
- Assist in the identification and recommendation of enhancements or solutions to products or marketing programs to increase acquisition/penetration of the customer base, enhance retention, and overall delivery of Partner ROI

#### Skills Requirements

- University degree in business or equivalent discipline, supplemented by sales and business development courses
- Minimum 5 years progressive experience in business development and sales roles
- Strong business development and sales management skills (planning, project management, monitoring, reporting, etc) to meet and exceed sales targets
- Strong client relations, conflict resolution and relationship-building skills to foster long-term customer retention/satisfaction
- High energy, self-motivated and results-oriented
- Excellent facilitation, presentation and communication (verbal, written and interpersonal) skills
- Able to work well independently and in a team environment
- Ability to provide strategic and professional guidance
- Sound knowledge of current Longview business, sales, business development best practices
- Proficient internet and PC skills including Microsoft Office; committed to tracking sales activities on corporate CRM system
- Strong business acumen and knowledge of business concepts including finance, marketing, sales, product development
- (Ideally) Experience in financial sector, or comparable industry sector