



Department: Sales

Job: BUSINESS DEVELOPMENT MANAGER – BENELUX REGION

Job ID: AMD01

Position Type:

Company Name: Ingres

Location: Amsterdam, Netherlands

Posting Date: 1/8/08

Experience: see below

COMPANY PROFILE:

Ingres Corporation is the premier provider of open source information management services to the enterprise. Built on more than 25 years of relational database technology investment, Ingres leads the market in software and service innovation, providing the enterprise with proven mission-critical reliability coupled with the value and flexibility of open source. Through partnerships with leading Business Intelligence providers, the Ingres value proposition is enhanced further to combine the benefits of open source with advanced reporting and data analysis capabilities. Based in Redwood City, California, Ingres also has major development, sales and support centers in Islandia, New York, and Slough, England, and supports customer implementations in more than 58 countries around the world.

Job Description:

Based in Amsterdam, this focused, technical, commercially astute BDM will evaluate and manage new strategic business opportunities, initiatives, and partnerships within the Benelux region.

The successful candidate will oversee market analysis, monitor competitive activity, and identify customer needs for Ingres offerings within the enterprise product, services and support.

Primary Responsibilities:

- Identify research and target prospective business using all available means.
- Create and maintain a sales pipeline of opportunities within the designated market segment(s).
- Development & Maintenance of a business plan for the designated market.
- Build & maintain own pipeline and contributes to partner reporting on a regular and when requested basis.
- Build executive level relationships with prospects to understand their business.
- Work with the Marketing, Operations, Sales Operations and Client Services Departments to develop ongoing business opportunities.
- Develop a comprehensive understanding of business trends, needs and requirements of the relevant vertical market and provide regular feedback to the company, especially in terms of new product requirements.

- Work with the Regional Directors to maximize vertical expertise & knowledge sharing between the teams.
- Cultivate and manage referrals in order to generate leads
- Liaise with other internal departments as required (e.g. Client Services, Operations, Legal and Marketing) to ensure smooth running of all interactions that prospects have with Ingres
- Provide accurate forecasts and reports on activity and sales performance as and when required by management
- Work with Marketing to generate Associate Partners and business development opportunities through campaigns and programmes for recruitment of Associate Partners.

Job Qualifications:

- Background of working within a DBMS environment
- Proven sales achievement in Benelux IT/Telecoms/environment selling to Enterprise clients with a track record in developing and managing a consistent sales pipeline.
- Demonstrable track record of revenue generation and achievement of targets.
- Experience of working with complex sales in a consultative manner with a strong ability to influence people and align remote teams to achieve agreed goals and objectives.
- Capable of establishing good working relationship with channel partners & customers.
- Able to work under pressure in fast changing environment.
- Ability to effectively communicate at all levels, in written, verbal and presentation form
- Strong negotiation skills
- Experience of working with a CRM system.
- Language skills: Fluency in English, French and Dutch
- A self starter with excellent communication and interpersonal skills.
- Results-orientated
- Willing to travel

Contact:

If you are interested in this position, please apply to Florence Mills (Florence.Mills@Ingres.com) confirming your right to work in the EU and stating your current salary.

Qualified applicants receive consideration without regard to age, race, color, religion, gender, sexual orientation, national origin, or any other protected characteristic