

## NineSigma Job Description

<b>Job Title:</b>	Director of Business Development
<b>Compensation:</b>	Negotiable, commensurate with experience
<b>Department:</b>	Sales & Marketing
<b>Reports To:</b>	Vice President of Business Development
<b>Total Work Experience:</b>	Ten years proven sales experience of complex products and services to C-level executives
<b>Add'l Requirements:</b>	Job Seeker must be authorized to work in the USA

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### **ABOUT THE OPPORTUNITY:**

This is an exciting opportunity for someone with experience calling on C level executives, as well as experience in selling and managing consulting services. This opportunity is in the growing open innovation space, (open innovation refers to going outside a company to source technology and innovation) (it has been adopted by the likes of GM, P&G, Kraft and many others) There is minimal competition in the space, and enormous opportunity to provide a variety of capabilities. Go to [www.NineSigma.com](http://www.NineSigma.com) for more information.

### **CORPORATE OVERVIEW:**

NineSigma works with Fortune 500 companies to connect them to new sources of innovation and technology from the global research and innovation community. We are considered a thought leader in the fast-growing area of Open Innovation. We are engaged by our clients to lead transformation efforts that help our clients to develop new processes for finding new sources of innovation. Our client industries are varied and include Aerospace, Automotive, Chemical, Consumer Products, Materials, Prepared & Processed Foods, and others.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES include the following (other duties may be assigned):**

The Director of Business Development will be focused on sales, establishing accounts, as well as managing established accounts, in the Midwestern United States. This individual will be responsible for prospecting, developing and maintaining his or her own accounts by presenting NineSigma to key corporate decision makers throughout the client's organization. Early interaction with the client involves the Chief R&D/Innovation Officer and business unit leaders, followed by work with client teams to negotiate and finalize NineSigma Service Agreement details and implementation plans.

Employee will participate in sales activity with direction from the NineSigma VP of Business Development. Client Service Agreements are secured for multiple projects over several months and result in expanding revenue commitments upon successful completion of the projects. Work will include project management of initial NineSigma programs to successful conclusion. Demonstrated negotiation and problem solving skills are required. Familiarity with R&D and product development processes, particularly with regards to external collaboration is a plus.

**A background in the sale of complex products and services as well as consulting experience is required. Our preferred candidate will have had a successful track record working for a nationally recognized consulting firm, establishing new client engagements. Experience in managing the delivery of services programs to successful completion is a plus. Demonstrated current sales activity/responsibilities are also required.**

### **EDUCATION AND/OR EXPERIENCE, COMPUTER/TECHNICAL SKILLS:**

Bachelor's Degree with a minimum of 10 years proven sales experience of complex products and services to C-level executives. An MBA is also considered a plus.

### **PERSONAL QUALIFICATIONS:**

The ideal candidate possesses excellent communication skills, both written and verbal. He or she should have a proven track record of prospecting, developing and growing client accounts. This individual should be a "self-starter" and have the ability to work under pressure to meet inflexible deadlines. The candidate must be able to give presentations to large and small groups which may include Officers of Fortune 500 companies.

### **OFFICE AND WORK ENVIRONMENT:**

The successful candidate will work out of their home office. This position is expected to travel. Employment is contingent on drug screening and a background check.

Please submit your resume by e-mail to:  
Mr. Richard E. Putt, Sr. Vice President  
[putt@ninesigma.com](mailto:putt@ninesigma.com)