



**Title:** Growth Manager

**Reports to:** CEO

**Compensation:** DOE, Commission

**Start Date:** December 4, 2017

**Company Description:**

Doppio Group is a global ERP advisory business with offices in San Francisco (HQ), Melbourne, Australia, and Bangalore, India. We solve critical business challenges for manufacturing, distribution, food & beverage, equipment rental, and fashion companies through integration and implementation services.

**Description of Role:**

Looking for an individual to grow sales and serve as a leader of an international consultancy-

This individual possesses: experience identifying and addressing client needs; developing and sustaining deep client and partner relationships using networking, negotiation and persuasion skills to identify and sell potential new service opportunities; preparing and presenting complex materials in a written and verbal format; and defining resource requirements, project plans, statements of work and ad hoc analyses on a timely basis. Knowing when to pull in the right resource to support getting the job done.

Secondarily, an individual who is a great contributor and will assist to support the vision set by the executive team, establish direction and motivate team members and customers alike, build trust and consensus quickly, and acknowledge diverse views across a global company.

**Responsibilities:**

- Execute against defined sales KPI's
- Develop and manage relationships with existing customers with the goal of increasing revenues 100% YoY
- Source new opportunities from install base customers by engaging via phone, email and in person to understand their needs
- Formulate Statements of Work (SOW) by collaborating with the delivery team and negotiating directly with the customer (Audience: CIO, CFO, Mid-level management)
- Manage and grow global partner program and related marketing collateral

**Needs:**

- Minimum 2 years of experience in enterprise sales, consulting or banking
- Bachelor's degree
- Exceptional verbal and written communication skills
- Fluent in Microsoft Office (Word, Excel, PowerPoint)
- Possess the drive to transform a sales organization
- Passionate about growth goals of the company and personal growth