

Mexico Jobs Expertini®

Business Development - Senior Vice President - Mexico City

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Company: Infomineo

Location: Mexico City

Category: business-and-financial-operations

About us

Infomineo is a fast-growing business insights provider, bringing Brainshoring to global clients across a range of services: Business research, Content Services, Graphic Design, and Data Analytics. Our clients include leading Consultancies, Fortune 500 companies, Governments, and NGOs. Infomineo counts 350+ employees spread across 5 offices covering EMEA and the Americas (Casablanca, Cairo, Dubai, Barcelona and Mexico City).

About this Role

Are you excited at the idea of contributing to the growth of a company, generating opportunities that will ultimately create more jobs in emerging markets? If you are, this is the kind of impact that you could make in this role!

As a SVP at Infomineo, you will be responsible for growing the business of the company by increasing the size of revenues from existing clients, and closing sales with new ones. You will be able to do so by actively listening to clients' needs, and translating that into compelling proposals.

If you possess the critical thinking of an analyst, the passion of a hunter and the persistence of a farmer, the role of Senior Vice President at Infomineo is for you!

What you will do:

As a Senior Vice President in Business Development your focus will be in reaching your Sales target on a quarterly basis. You will be able to do so by working along the full funnel of Sales, i.e.:

Defining your target accounts and the strategy you will follow to approach them

Identifying key decision makers and engage in insightful conversations to uncover their structural needs

Designing compelling proposals to convert opportunities into Sales finding an account management plan for each of your target accounts

You will team up with an Account Executive that will support you on outreach (E-mails, cold-calling, direct messaging, etc.) and proposal writing.

Your responsibilities will include the commercial management of your accounts, including the interaction with:

The appointed working team of analysts/designers, to be aware of projects' status, recurring themes, growth opportunities or potential concerns

The key client counterparts, to monitor their satisfaction, pursue growth opportunities or take remediation actions where needed

Finally, you will be consulted by Infomineo Marketing team regarding activities, campaigns or thought leadership reports that could be of interest for your Sales activities or for your existing contacts and clients.

Who you are:

A Master's degree holder in Business, Economics, Engineering or similar field

Experience in Strategy Consulting, or in Business Research

Proved exposure to C-suite and senior decision makers at multinational companies

Fluency in English - other languages are a plus (French, Italian, Spanish, German)

Interest in Business Development and Sales, including awareness about sales cycles and funnel

Data/Fact-driven approach, ability to turn learning and insights into ideas and plans

Problem solving attitude, ability to find viable solutions for both clients' and Infomineo's needs

Good listening skills, emotional and social intelligence, ability to develop lasting professional relationships with clients

Hands-on attitude: ability to write compelling messages and proposals (word and powerpoint), ability to conduct conversations and negotiations with senior counterparts with the required level of detail

What we offer

A competitive salary, in line or better than the local benchmark for similar positions

Health insurance benefits, in the top range of the local benchmark

A fast-track career trajectory, in a fast-paced ever-evolving company

A great, welcoming work environment

A healthy work-life balance

What it means to work at Infomineo

If you have spoken with someone who works at Infomineo, you have probably heard that our people are our most valuable asset. By being a part of Infomineo, you will have the opportunity to work alongside a young, friendly, smart, and international team of executives who value intellectual vitality and creativity. Our diversity, both in terms of professional experience and culture, is the company's greatest strength.

Infomineo will allow to grow your career and expertise across different regions and industries.

As a member of the team, you will be encouraged to contribute by applying your ideas while playing an instrumental role in the company's development and growth.

Within this role, you'll support leading international companies and institutions with the data, information, insights or content required to support key business decisions.

Equal opportunity employer

Infomineo is an equal opportunity employer, we prohibit any sort of discrimination (based on color, race, sex, sexual orientation, religion, national origin or any other attributes) in all aspects of employment (recruiting, hiring, wages and salary, promotions, benefits, training and job termination).

If you believe you match our requirements and values, we would be happy to hear from you.

Visit our website to learn more about Infomineo's services, as well as company mission and

values.

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