

# Business Development Manager (USA)

## **Job Summary:**

Candidates must have an excellent track record of overachieving in selling IP oriented services and solutions. Experience in selling patent search services, IP and paralegal work outsourcing, engagement with law firms, corporate and academia is highly preferred. Person will be reporting to Parintek's Global Sales Head.

In this role you will be responsible for driving existing and new accounts with a high level of autonomy. You will help prospective customers, better understand their challenges and how Parintek's quality IP search services can solve their problem with its quality driven solution that helps in cost saving for them. We'll help you in enhancing patent search and outsourcing service knowledge, making this an opportunity to become a trusted advisor on IP.

## **Responsibilities:**

- Establish and maintain knowledge of Patent search service outsourcing challenges, pros and cons of various solutions and approaches
- Assess and quantify new inbound opportunities generated by marketing programs
- Establish, maintain and expand knowledge about prospects through proactive research
- Effectively quantify prospect needs, their decision process, quality, cost and delivery time line etc.
- Overcome objections and manage competitive challenges
- Construct solution proposals, negotiate agreements, and manage procurement processes
- Document all activities and customer interactions in Salesforce.com
- As needed, source new opportunities through outbound calls, emails, internet networking, conferences and seminars/webinars
- Regularly report on prospecting, pipeline generation and sales activities
- Achieve or exceed quarterly revenue goals
- Selling IP services, paralegal and IP software.

## **Required Qualifications:**

- 7 years or more of successful sales experience.
- Minimum 2-3 years of experience in IP selling
- Sales experience in early-stage/ growth-stage companies
- Good network with IP Law firms

## **We offer:**

- Competitive compensation & equity options
- Paid Vacation

**Job Location :** Location is not a restriction, Candidate can work from home