



<b>Role:</b>	Business Development - Business and Strategic Research – VP /Director
<b>Location:</b>	United States
<b>Function:</b>	Sales and Business Development
<b>Management Level:</b>	Senior Management
<b>Website:</b>	<a href="http://www.phronesis-partners.com">http://www.phronesis-partners.com</a>

## About Phronesis

Phronesis is one of the fastest growing business and market research firms globally, with a strong track record of serving clients across sectors and geographies. We help clients achieve their business goals and guide their business decisions by offering insights critical to decision making.

Our end-to-end research and intelligence offerings span across sectors and geographies and are fully customized as per clients' needs. We are headquartered in Singapore and have sales offices in US and UK. Additionally, we have a large delivery center in India, comprising a team of 400+ highly qualified and experienced professionals. These exceptional professionals are led by a management team with extensive industry leadership experience in market intelligence, competitive intelligence, research, and consulting.

## Job Description – Overview:

Phronesis is looking for a goal-oriented sales/business development professional, who can help bring and close new client deals in business and strategy research domain. Some of our offerings in the business and strategy research domain include market entry, sector and thematic research, rapid research desk, procurement research, analytics and visualization, investment due diligence, financial and M&A research, and other custom research support as per client requirements.

The role is sector agnostic and will have opportunity to target clients across sectors/segments such as private equity firms, investment banks, consulting firms and corporates. The ideal candidate should be driven and self-starter, with extensive experience in sales & business development and strong relationships with business research buyers.

### Must Haves:

- Strong sales experience in leadership role at research/advisory/consulting firms.
- Proven track record of sourcing and closing large deals in business and strategy research domain.
- Proven track record of meeting or exceeding sales goals.
- Established business relationships across client segments such as PE/IB, consulting and/or Corporates (technology, manufacturing, retail etc.)
- Proven track record of selling offshore and outsourcing research and analytics services business

### Roles and Responsibilities:

- Generating new business and meeting/exceeding sales goals (the person will have access to centralized pre-sales team for proposals and case building).
- Setup new client meetings, generate RFI/RFPs, work with solutioning team to engage the prospectus with relevant materials
- Working with operations/client servicing teams to further grow the acquired accounts.



- Communicate the research requirements between client and teams with relevant inputs.
- Keep an oversight on overall client satisfaction and engagement.

### Qualifications:

- Work experience: 10+ years
- Undergraduate or Masters in any Field.
- Strong client relationships in different segments such as private equity, investment banks, hedge funds, consulting, and corporates

### Other Essentials:

- Ability to build and manage relationships with clients at all levels.
- Strong planning, organizational and project management skills.
- Strong analytical skills and strategic thinking. Ability to effectively manage sales process
- Good written and verbal communication, and interpersonal skills.
- Proven leadership skills.

### Compensation

- Commensurate with experience with strong pegging to sales numbers achieved.
- Location: Major cities such as e.g. (NY, Chicago, SFO among others)

For more information contact: Joan Segal | [joan@northstarexecutivesearch.com](mailto:joan@northstarexecutivesearch.com) |+1.917.617.0033