

## LATAM (Chile or Peru) Business Development Manager Min. Six Years' Experience

Anova - the new name for DataOnline, Wikon, WESROC, iTank and ISA - is the global leader in remote monitoring of industrial assets, providing Industrial Internet of Things solutions that enable improvements in efficiency, safety, service, and profitability. We are seeking a Business Developer with at least six years of experience to grow its customer base within the Latin America assigned territory.

ISA - Intelligent Sensing Anywhere, now part of Anova, is the go-to IoT company for the Oil & Gas industry specializing in telemetry and remote monitoring solutions. ISA has been in the market for nearly 30 years with operations in 44 countries and over 30 global partners.

### Summary

This is an excellent opportunity to join a high-performing sales team for a fast-growing private equity-held tech industry leader. Supports all customers in their territory, driving new sales and helping existing customers. 50% travel expectation. This is a full-time position.

### Core Responsibilities

- Responsible for the business development activities of assigned region;
- Maximizes region potential through prospecting and qualifying business opportunities;
- Manages customer pipeline and guarantees sales quota achievement;
- Is able to establish effective rapport, namely by being warm, friendly, understanding the culture and being genuine;
- Defines, proposes and implements specific actions to dynamize customer sales;
- Is able to identify key customer requirements and validate those requirements with key decisions makers in the customer organization
- Follows up (and follows through) customer enquires quickly and manages an effective contact strategy.
- Prepares and delivers presentations about the products and/or services, communicating the value of solutions aligned with customer requirements;
- Plans remote and on-site client visits for demos and (technical) sales discussions;
- Manages all customers RFI/RFP/RFQ documents and processes;
- Presents proposals to customers and is responsible for customer negotiations, aligned with margin and volume targets;
- Is able to champion the customer within the organisation and keep all stakeholders aligned to serve the customer from acquisition to hold;
- Works along with services team to guarantee that project is delivered on-time, on-budget and on-quality;
- Works with other teams to define the product supply & service and ensure that the specific requirements by business and geography are accounted for;
- Works closely with sales management to prioritize opportunities and execute sales strategies to exceed quota expectations;
- Ensures regular sales reporting of own regional and keeps sales funnel up to date;
- Monitors and reports market research and competitors' information;

#### HEADQUARTERS

210 South Street  
New Providence, NJ  
07974  
USA

#### MIDWEST

1960 Ridgeview Road  
Blair, Nebraska  
68008  
USA

#### EUROPE

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1-3  
67657 Kaiserslautern  
Deutschland

#### ASIA PACIFIC

B-5-8 Plaza Mont  
Klara  
50480 Kuala Lumpur  
Malaysia

**Experience**

- 6+ years of experience in B2B Sales (SaaS and/or IoT highly desirable)
- Proven track record of sales target achievement
- Experience on at least one of the following industries: Oil&Gas, Telecom, IT
- Excellent communication skills with a "can do" attitude
- Excellent English skills, both written and spoken, with an ability to clearly articulate technical requirements and solutions. Knowledge of other languages is a plus
- Demonstrated ability to work closely with other stakeholders, namely CxO level
- Experience with CRM tools (e.g. Salesforce, Microsoft Dynamics)

**Core Skills & Competencies:**

- Attitude is first on the list!
- Strong interpersonal skills, ability to work hands-on with team
- Spanish as native language is mandatory
- Self-starter, profit oriented thinking
- Proactive & Resilient
- Detail oriented with excellent analytical, time management and interpersonal skills
- Strong communication skills with the ability to influence both peers, senior managers and executives
- Ability to work across various areas of the business, including effective communication with people of different backgrounds and levels
- Ability to deal with matters that carry a high degree of confidentiality
- Excellent verbal and written skills, able to present to the highest level
- Confident, proactive, self-motivated, enthusiastic, quick thinking, goal, results oriented
- Ability to organize, prioritize and plan work activities independently
- Ability to manage time, and complete multiple tasks with attention to detail
- Ability to work well under pressure and adapt quickly to change

**Education**

- Bachelor's Degree or equivalent experience in the Oil & Gas/Atmospheric Gas or Propane Industry

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