

Windval – Director of Client Development

Windval is a technology consulting organization delivering advisory services and custom technical solutions that enable enterprise companies to optimize heritage investment, integrate modern technologies, and deliver new capabilities that transform their business.

Position Overview

The Windval Director of Client Development is an experienced consulting professional and senior contributor of the Windval leadership team responsible for new business development and management of the client engagement lifecycle – from new client acquisition through development of a strategic client partnership. In collaboration with the Windval executive leadership, the Director of Client Development will design and execute strategies to enhance awareness of Windval services and capabilities, identify and develop new business opportunities, manage and expand client relationships, and provide oversight to Windval advisory and consulting engagements.

The Director of Client Development is responsible for client acquisition and business development, and promotion of Windval experience(s) and service capabilities. The Director of Client Development will demonstrate proven experience working within large enterprise organizations and possess expertise in aligning business objectives with technology strategy and (with the support of the broader Windval consulting and service teams) crafting effective engagement plans that deliver successful client outcomes.

The Director of Client Development has a passion for large enterprise (F100/F500) technology advisory, a proven track record of reaching and collaborating with key executives within their target market, an ability to clearly articulate Windval engagement methodologies and service capabilities, and a strong desire to deliver best-in-class service levels while working in a dynamic, fast-paced environment.

Key Responsibilities

- Establish NEW client relationships and lead all associated client engagement and development activities (i.e. manage a diverse portfolio of clients and target acquisition accounts, develop a robust forecast and pipeline of service engagements, etc.)
- Engage with key client stakeholders and IT executive leaders to discover and assess key initiatives, business and IT strategies, and technology service / solution roadmaps
- Articulate and present Windval engagement methodologies, advisory and technical focus, and service capabilities in alignment with client objectives and strategic initiatives
- Develop and deliver thoughtful and effective client presentations and engagement proposals
- As needed and as appropriate, deliver business advisory services in Windval consulting engagements and provide leadership guidance to service delivery engagements
- Partner with Windval practice leaders to identify and pursue strategic business and partnership opportunities
- Partner with Windval leadership to develop executive strategy (inclusive of strategic account plans, industry vertical strategy, organizational development strategy, etc.)

Qualifications

- 10+ years of senior IT leadership or IT advisory / consulting experience in large enterprise environments
- 5+ years of infrastructure technology experience or individual contributor experience within information technology organizations (serving in analyst, engineer, manager roles)
- Bachelor's degree in computer science, engineering, mathematics or related experienced preferred
- Advanced technical degree in computer science, engineering or MBA considered
- Excellent verbal and written communication skills; strong interpersonal skills
- Excellent collaboration and skilled at leading distributed teams (internal and external) through complex engagements
- Strong user of modern collaboration and office automation tools and services
- Experienced in building relationships with key leaders and IT executives in large enterprise environments
- Self-starter and self-directed ability within a fast-paced, remote, working environment
- Passionate about information technology – maintains a broad knowledge and understanding of the current and anticipated future of the technology industry including trends, technologies, products/services and standards

Additional Details

Windval is proud to invest in our people and provide benefits that include: generous vacation policy and paid holidays, 401(k) with employer match, health / dental / vision insurance, and flexible work-from-home policy.

Windval is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We believe great organizations are born from a safe environment where authenticity and creativity are encouraged and promoted. We conduct our business with integrity and require that our clients, partners, and employees be treated with respect.