

Job Title:	Business Development Representative	Compensation:	\$80K - \$100K OTE Base + Commission, Expenses & Benefits
Reports to:	VP of Sales	Department:	Sales

Job Description:

The Business Development Representative represents CorSystems by showcasing and selling our services and products. The primary focus of the Business Development Representative is to work with prospects by handling onsite appointments and providing demonstrations.

Basic Functions

- Initiate contact with prospects that have been generated by the Marketing Team.
- Prospect for new clients by using various sales activities such as cold calling, emailing, attend networking events, etc.
- Work with prospects to develop a deep understanding of their needs and translate those needs into product requirements that satisfy their demands.
- Conduct onsite or online presentations that showcase the services and products of the company to prospects.
- Work with management and all necessary team members to develop proposals, quotes, and close business.
- Effectively communicate features and benefits of solutions and manage prospect expectations.
- Manage the complexity of Managed IT services proposals, contracts, lease agreements, and service level agreements.
- Maintain in-depth product knowledge of the service offerings of the company.
- Perform sales procedures through activities and opportunities in ConnectWise and remain compliant with defined policies and procedures.
- Meet with Clients in person and by phone to develop profitable opportunities

Additional Duties and Responsibilities:

- Work in a team and communicate effectively.
- Business awareness: specific knowledge of the customer and how IT relates to their business strategy and goals.
- Regularly document processes and procedures related to duties and responsibilities.
- Responsible for entering time and expenses in ConnectWise as they occur.
- Attend weekly sales meetings and ensure sales opportunities are compliant with company policy.
- Develop in-depth knowledge of the service catalog and how it relates to customer's needs.
- Document internal processes and procedures related to duties and responsibilities.
- Responsible for entering time and expenses in ConnectWise as they occur.
- Understand processes in ConnectWise by completing assigned training materials and blueprints on the ConnectWise University.
- Enter all work as activities or service tickets in ConnectWise.
- Maintain certifications required for position

Qualifications:

- Interpersonal skills: such as telephony skills, communication skills, active listening and customer-care.
- Comfortably discuss technical issues and offer suggested solutions.
- Ability to multi-task and adapt to changes quickly.

- Understanding of support tools, techniques, and how technology is used to provide IT services.
 - Typing skills to ensure quick and accurate entry of service request details.
 - Self-motivated with the ability to work in a fast-moving environment.
- ** Position levels determined by progress in CorCystems Tracks To Success chart

Educational/Vocational/Previous Experience Recommendations:

- BA/BS, preferably in sales and marketing or related field.
- MBA preferred but not required
- 3+ year of sales experience in a service business

The statements above are intended to describe the general nature and level of work being performed by people assigned to this job. Other duties may be assigned as needed.