

OPTI-UISE IT JOB DESCRIPTION

TITLE:	Business Development Specialist
DEPARTMENT/TEAM:	Opti-Vise IT Business Unit
LOCATION:	Primarily Dayton & Cincinnati, OH and Richmond, IN
REPORTS TO:	Director of Sales & Marketing
STATUS:	Full time

OVERVIEW

The Business Development Specialist position focuses on acquiring new logo accounts in a B2B target market through an aggressive no nonsense sales approach, to quickly understand needs, issues and strategies so an appropriate solution bundle can be deployed. The Business Development Specialist will be responsible for finding business opportunities, managing customer relationships, and being directly responsible for the preservation and expansion of our customer base.

This role requires strong skills in the area of:

- Enthusiastic and Passionate
- Executive Communication
- Client Relations
- Understanding the breadth and potential impact of optimized systems, software and technology-centric solutions
- Overcoming Objections and Criticism
- Proven experience as an Account Executive, or in other sales/customer service role
- Knowledge of market research, sales and negotiating principles
- Knowledge of MS Office; knowledge of CRM software (e.g. ConnectWise) is a plus
- Excellent communication/presentation skills and ability to build relationships
- Organizational and time-management skills
- A business acumen

ROLE OBJECTIVES

Accountable for meeting and/or exceeding assigned sales objectives and revenue quotas, and building new revenue by selling Opti-Vise IT services.

- Facilitate and support Opti-Vise IT's business objectives.
- Grow net new client base by 15% annually.

ROLE RESPONSIBILITIES

- Responsible for cold calling, prospecting, both on the phone and face-to-face, in a high activity sales model.
- Manage sales funnel to analyze and manage pipeline activity and monitor sales activity against assigned quotas.
- Must be self-motivated, self-disciplined, and provide prompt follow-up to all customer inquiries.
- Must be organized and maintain accurate records on daily activities and results.
- Managing the entire sales cycle from finding a client to securing a deal.
- Unearthing new sales opportunities through networking and turn them into long term partnerships.
- Present products and services to prospective clients.
- Provide professional after-sales support to enhance the customers' dedication.

CANDIDATE QUALIFICATIONS

- Bachelor's Degree or equivalent education with a minimum of 1 years' experience
- Experience in building strategic plans for sales team growth and development including account and activity planning and development.
- Proficiency with PC-based applications such as MS Word, Excel, PowerPoint and sales performance/tracking programs.
- Must have a valid driver's license and satisfactory driving record.
- Experience with and knowledge of the customer base in the local market
- The ideal candidate will have talent in sales and experience in customer service. We expect you to be a reliable professional able to achieve balance between customer orientation and a results-driven approach.

To apply for this position, send your resume to jobs@opti-vise.com.
