

IT Business Development Sales Professional

simpleroute, a Vermont leader in providing IT support to businesses, is seeking a seasoned IT Business Development Sales Professional to spearhead our business development initiatives. As a key player, you will engage in all aspects of the sales process, from prospecting to negotiating and closing deals. Your mission? To help new and existing clients recognize the value of our services and guide them through our robust solutions, ensuring they maximize their technology investments.

Your exceptional interpersonal and communication skills will be pivotal in transforming prospects into loyal clients. If you're motivated, tech-savvy, and adept at translating in simple terms, deep technical concepts for high-level business professionals, we want to hear from you!

While prior experience in Managed Service Provider (MSP) environments is advantageous, it is not a prerequisite. Join us in shaping the future of our business and making a meaningful impact.

Responsibilities

As a Business Development Professional, you will be the cornerstone of our client acquisition strategy. Your role is multifaceted, requiring a blend of diligence, innovative thinking, prospecting efforts and multitasking prowess.

A list of job responsibilities include:

- **Market Research:** Conduct in-depth research on prospective accounts within targeted markets, utilizing industry data, company insights, and contacts to build a robust client base.
- **Lead Management:** Actively pursue leads, ensuring follow-through to successful agreements. Your persistence will be key to securing new partnerships.
- **Client Solutions:** Address potential client concerns with empathy and insight, crafting tailored **solutions** that align with their unique needs.
- **Relationship Building:** Foster and maintain strong relationships with current clients to foster a referral pipeline as you continuously scout for new prospects.
- **Product Expertise:** Exhibit a comprehensive understanding of our products and services, clearly articulating our competitive edge over other vendors.
- **Industry Awareness:** Stay abreast of the latest industry trends and developments, ensuring our offerings remain at the forefront of vendor solutions.
- **Client Outreach:** Engage in proactive outreach to potential clients through diverse channels, including social media, email, and telephone initiatives.
- **Sales Cycle Mastery:** Oversee the entire sales cycle, from prospecting to negotiation and closing, ensuring a seamless experience for clients.
- **Strategic Networking:** Leverage your network to uncover new opportunities, positioning our solutions as key drivers for client success.

Requirements

We are on the lookout for a sales candidate who embodies a blend of business savvy, prospecting and sales expertise, and technical knowledge.

We are committed to fostering a culture of excellence and are eager to welcome a well-rounded individual who is ready to take on the challenge and propel our business forward. As with all our positions, a personal background check is required prior to employment.

Among other criteria, the below requirements will be evaluated in accessing applicants:

- **Industry Knowledge:** A nuanced grasp of our industry is crucial, as this role demands a delicate balance between technical acumen and client management.
- **Commitment to Excellence:** You should be a well-rounded individual committed to driving the process forward.
- **Technical Foundation:** Candidates must have a foundational level of technical experience.
- **Communication Skills:** Solid verbal and written skills are required for this role as is scheduling and working with decision makers.
- **Training Opportunity:** We are open to training the right candidate who demonstrates the potential to grow within the role.
- **Solution Selling:** The ability to map our customer's needs to our solutions is required for success in this role.

About simpleroute

Since our inception in 2009, simpleroute has steadily grown, driven by our unwavering commitment to delivering exceptional support to end-users. Our approach is simple yet effective: we take the time to understand our clients, anticipate their needs, and provide outstanding service. At the same time, we are committed to providing a challenging yet fun atmosphere for our staff that focuses on mutual growth.

simpleroute offers several benefits including:

- 8 paid holidays
- Up to 4-weeks PTO with seniority
- 1-week of sick leave
- 401k program with up to 4% match
- Health, dental and vision programs
- Education opportunities and approved certification reimbursement
- Gym membership

Interested Candidates

Please send a resume and cover letter to jobs@simpleroute.com and tell us how you can help us provide the best IT services possible.