



## **Business Development Manager – O365 Product Specialist**

*(Position will be based in Kansas City)*

**Team:** Sales

**Reports To:** President

### **Company:**

With locations in Kansas City and St. Louis, Centriq Training is a technology training company invested in developing and supporting the IT workforce in the Midwest. We train IT Professionals from over 450 companies on Microsoft, Cisco, CompTIA, ITIL, Security, and more. Our 4 Month IT Career Program prepares individuals who want to begin a new technology career. Please visit our website @ [www.centriq.com](http://www.centriq.com).

### **Description:**

The business development manager will focus on prospecting new accounts through various activities that include phone calls, e-mails, appointment, networking and company sponsored events. The business development manager will be responsible for working with clients to create solutions for their needs around O365 technologies and consult with them throughout the sales process. Must be energetic, well-spoken, and eager to close sales, grow revenue, and who will embrace Centriq's Core Values.

Communication

Empowerment

No Student Left Behind

Teamwork

Innovation

Quality

### **Responsibilities:**

- Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies
- Building business relationships with current and potential clients
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs)
- Collaborating with sales and leadership to secure, retain, and grow accounts
- Presenting and delivering information to potential client meetings, industry exhibits, trade shows, and conferences
- Maintaining a database of prospect clients
- Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process
- Meeting monthly sales activity and revenue goals

- Maintaining a pipeline of all sales opportunities using CRM system
- Collaborating with management on sales goals, planning and forecasting; maintaining short- and long-term business plans
- Will travel and work out of our St. Louis office 1 week per month.
- Articulate and demonstrate Centriq's Core Values

**Skills:**

- 3-5 years B2B relationship selling and offering solutions to key decision makers within IT, HR, Finance and/or Sales
- Excellent communications skills (written and verbal)
- Motivation for Sales; sales planning, prospecting, closing sales, meeting sales goals.
- Understanding territory management and selling to customer's needs
- Must possess presentation skills
- Highly organized with strong attention to detail
- Ability to work well in a fast-paced, high energy professional office environment
- Working knowledge of Salesforce or Microsoft CRM (or other contact management system)
- Time Management – Manage time effectively when working with high transaction volume
- In-depth knowledge of industry and current events
- Must be able to meet weekly, monthly and yearly quotas
- Tech-savvy, heavy social media/LinkedIn user, familiarity with Office 365 apps, strong interest and aptitude for learning technology, etc.

**The Perks & Benefits:**

- Competitive Salary and Commission Plan
- Health
- Dental
- Vision
- Prescription Drug
- Flexible Spending Accounts
- Life Insurance
- 401(k)
- Company gatherings and social events