



Position Title: Telecommunications Business Development Specialist
Department: Sales
Reports To: Sales Manager
Direct Reports: None

Company Overview

Cady Business Technologies is a leading telecommunications company in the upper Midwest headquartered in Plymouth, MN. Cady Business Technologies provides organizations of all sizes a full suite of on-premise and hosted voice phone service solutions to fit clients business needs. We are experts in telecommunications, with over 200 years of combined telecommunications experience with the ability to support our clients at every level with our always-available, skilled, and professional support team providing personalized customer support.

Job Overview

This Sales Role is responsible for generating sales of hardware, software, professional services, managed voice services and hosted voice services. The Telecommunication Business Development Specialist must be able to understand and articulate the business advantages that Cady BT products and services provide to the target markets and be able to articulate those advantages to senior business executives and IT professionals. In addition, understand and anticipate upcoming business needs and processes and be able to craft our solutions to incorporate those needs.

Responsibilities and Duties:

- Penetrate target markets by identifying, qualifying, and closing prospective target accounts with a Cady Business telecommunication / hosted product solution
- Increase existing account penetration through the sale of product and service offerings including service maintenance contracts.
- Develop a successful territory-calling (customer identification and acquisition) and territory-management strategy for your customers and prospects.
- Achieve your sales plan goals by constantly closing and qualifying your opportunities. Engage multiple stakeholders; understand their business challenges, existing relationships, and decision-making process.
- Accurately maintain monthly pipeline (opportunity) forecasts.
- Track the following sales activities in company CRM face to face meetings, all prospecting activities, important emails, sales opportunities from lead to closure

- Generate effective and high-quality demonstrations/presentations/proposals.
- Coordinate internal resources in all phases of the sales cycle in concert with the appropriate CBT resource(s). Coordinate the use of CBT personnel during the sales cycle to bring the correct resources to the account at the correct times throughout the sales process.
- Provide CBT Management sales status, market trend and competitive information.

Required Qualifications

- Proven track record of successful new logo business development in a technology-based sale
- 3+ years of technical or SaaS solution-oriented sales experience into enterprise organizations
- Demonstrated ability to create a sales plan to consistently meet and exceed sales quotas
- Adept in developing and delivering complex, compelling presentations and product demonstrations
- Knowledge of Contact Management systems; Database software; Spreadsheet software and Word Processing software.
- Must have a valid driver's license and current auto insurance.

Skills and Education

- Business development skills including lead follow up and cold calling
- Telecommunications background is a plus
- Experience selling IT, cloud based or hosted products
- Must be highly motivated, tenacious, and a self-starter
- Ability to work and engage a variety of different audiences
- Ability to work in a fast paced, team environment
- Action Oriented
- Some post-secondary education preferred with an AA or BA preferred
- Excellent communication and presentation skills
- Outstanding relationship-building skills with a high degree of responsiveness and integrity
- Proficiency with a CRM system

Additional Qualifications:

- Ability to write routine reports and correspondence
- Ability to speak effectively before groups of customers or employees of organization
- Ability to solve practical problems in situations where only limited standardization exists

- Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form

Physical Requirements of the Position:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.