



Business Development Manager

Job Summary and Scope

Thinking Phone Networks (www.thinkingphones.com) is seeking well qualified candidates to join the sales team of a fast growing, hosted intelligence service provider that specializes in combining voice and business applications.

Business Development Managers are responsible for account management and strategic sales growth in their assigned region. Key priorities include the development and execution of sales objectives and strategies through direct efforts and through the recruitment and support of 3rd party agent and wholesale business partners.

The ideal candidate will have a bachelor's degree with at least 4 years of experience in sales, preferably in the VoIP, data networking, or hosted application fields. They should have a demonstrated track record developing successful channels for IT services, data services, telecommunications, or business applications (such as CRM, Helpdesk and Content Management). The candidate should be familiar with VoIP concepts, hosted technology, and practices, and rely on experience and sound judgment to plan and accomplish goals. A successful applicant will need to be able to juggle a variety of complicated tasks, and be comfortable working independently with remote support.

This position reports to the VP of Sales.

Job Responsibilities

- Develop and implement strategies to grow the organization's business and market share through our approved sales methodology
- Prospect aggressively to develop new business partners through networking, referrals, company lead generation and cold calling. Follow up appropriately to obtain appointments.
- Train and assist business partners in products and services, pricing, and operational processes of Thinking Phone Networks.
- Work with business partners to identify target accounts and to achieve specific goals for closing new business.
- Travel to call on existing and prospective customers with the purpose of sustaining and growing market share, promoting and selling company services and execute in-depth selling in all accounts.
- Plan, coordinate and execute sales presentations to inform, persuade, educate and ultimately close business.
- Learn, develop and implement new ways for Thinking Phone Networks to differentiate itself in the marketplace.



- Acquire in a reasonable amount of time: in depth knowledge of Thinking Phone Networks' service offering, knowledge of current market and market share, competition and strategy to secure competitors business.
- Work closely with provisioning and customer support, keeping them informed of customer needs.
- Prepare necessary reports (RFP's, metrics, periodic business reviews) and maintain in the company's CRM database.
- Maintain complete customer documentation and maintain appropriate customer and prospect information into the company's customer relationship management database.

Compensation

- Compensation based on experience and assigned quota
- Highly competitive commissions, residuals and bonuses
- Monthly expense allowance
- Participation in company medical and dental insurance programs
- Stock option package