



Sales and Marketing / Business Development

Position Title: Director, Business Development

Job Summary:

Data Dynamics is looking for a dynamic and highly motivated professional to fill its sales and marketing position. Qualified candidate must have 2 or more years of sales experience in a consultative role. Candidate must be at ease with prospecting clients and building new, as well as leveraging existing relationships. This is not an account management or sales support role. Candidate must have proven ability to penetrate networks, build sales pipelines and close deals without supervision. We are looking for a self-starter who can quickly build a strong sales pipeline and help the firm meet its aggressive sales goals for this year and next. Candidate will have opportunity in the future to build and manage his/her own sales team.

Roles and Responsibilities:

- Spend at least one day a week prospecting new clients including making cold calls
- Make in-person visits to clients, build long lasting relationships, and cross-sell whenever possible
- Attend 2-3 networking sessions a week identifying potential clients and partners
- Meet one-on-one with 5-7 new potential clients a week
- Seek new ways to open up new sales and marketing channels
- Form strategic relationships with individuals and firms offering complementary products and services
- Make full use of company's existing customer and partner database and continue to add valuable contact information
- Identify and track all sales leads and continue to build sales pipeline
- Contribute to company's marketing efforts that include: company's website, brochures, articles, white papers, and periodic newsletters
- Develop proposals, statements of work (SOWs), and close deals
- Collaborate with business analysts and project managers throughout the delivery process to address customer requirements and ensure client satisfaction over the entire lifecycle of delivery
- Work with customers, employees, contractors, and suppliers and seek new ways to improve both sales and delivery methods.

**Minimum Requirements:**

- 2 years of B2B sales experience working independently, not in account management or support role.
- A well polished but motivated individual who enjoys sales and knows how to persevere
- A very good understanding of information technology industry, including software, hardware, and consulting
- Excellent communication skills, both verbal and written. Well versed and at ease in all electronic forms of communication including, but not limited to: phones, voicemails, emails, text messaging, Face Book, LinkedIn, Twitter, etc.
- Excellent follow up skills. Never fails to follow up with customers, partners, and even job seekers. Never allows any opportunity to fall through the cracks. Always responds to emails and voicemails in a prompt and courteous manner.
- 4-year college degree

Desired Requirements:

- 5 or more years of B2B sales experience
- Brings in a thick rolodex of contacts
- IT sales experience in consulting, software, and/or hardware. May also consider pharmaceutical sales experience as a substitute
- Sales experience in healthcare, government, manufacturing, retail, or high tech sector
- Be available later in the evenings at least one day a week and work flexible hours

Compensation:

- Commensurate with experience and results
- Generous sales commission based on not just gross profits, but also on sales
- Candidate must be prepared to make six figures within 2 years
- Equity participation may be considered for the right individual if certain sales objectives are met within given timelines.

Travel:

- Travel is not required at this time, but could be expected in the future

Interested and want to find out more?

- Send resume to hr@datadynamics-inc.com. No phone calls please!