

About Longhurst Consulting:

We are a team of passionate business people and technologists focused on delivering the best value solutions to our clients. Our expertise includes managed services for Cybersecurity, Technology Infrastructure, and Business Collaboration. We help organizations of all sizes utilize technology to revolutionize the way they service their customers.

Position Requirements:

We are currently looking for an experienced Managed Service Business Development Sales Representative. This job is dynamic, requires an entrepreneurial mindset and a high level of self-confidence. As a sales hunter, you are persistent and remain positive in developing long-term client relationships. If you are a highly motivated, driven individual who works well both individually and as part of a team, this position may be for you! **Preference will be given to candidates with prior experience with IT Managed Services.**

Responsibilities and Duties:

The right candidate is responsible for prospecting potential new clients to close IT service contracts and working with the Solutions Architect, client account managers and other salespeople to collaborate, open new business opportunities, and grow company recurring revenue. This includes actively calling prospects over the phone, networking, preparing proposals and quotes, and being a part of the entire sales process. Setting appointments via phone and meeting clients in person are essential.

Other responsibilities included:

- Conduct outbound prospecting via email, cold calling, social media, and networking events to generate and nurture qualified leads.
- Engage with potential clients to understand their needs and set up introductory meetings.
- Collaborate with the marketing team members to develop targeted outreach campaigns and sequences.
- Attend marketing events and other networking events as needed to help prospect and nurture leads.
- Initiate outbound efforts (call, video, text, email, social media) each day to prospective companies and their decision-makers.
- Qualify prospects, gauge interest, and schedule information sessions.
- Collaborate with the team on improving prospecting strategies.
- Continuously engage in learning and improving.
- *Working Knowledge of VoIP telecommunications for businesses. We offer communications solutions aimed at improving the way organizations connect.*
- Knowledge of cybersecurity principles, technologies & best practices.
- You will work closely with clients to understand their cybersecurity needs, provide expert guidance on our products and services, and facilitate the implementation of solutions to enhance their security posture.
- Schedule at least 3 Qualified appointments per week: Face to Face meetings are preferred, if not a virtual meeting. .

- Build and maintain a 3.5 million dollars prospect database. This is a very important and mandatory outcome.
- Track activities in ConnectWise PSA (CRM).
- Prepare sales quotes, proposals and other client-facing deliverables as needed to respond to client service requirements and procedures.
- Attend community and networking events to foster an ecosystem of complimentary trusted partners to whom you can refer clients, and from whom you can receive referrals.
- Maintain a positive, professional attitude.
- Qualify prospects against clear criteria.
- Be a team player.
- Update timesheets daily.

Qualifications and Skills:

- Ability to organize, prioritize, and handle multiple work assignments.
- Ability to use a solution-selling approach to recognize opportunities, gather customer requirements, and properly recommend products and services.
- Ability to communicate with customers, co-workers, and various business contacts courteously and professionally.
- Must have cybersecurity knowledge and direct experience with Voip system, Office 365, Azure, LAN WAN & Wireless technologies.
- Minimum 3-5 years of experience in selling to SMB and Mid Enterprise clients.
- Background in IT Managed Services and Professional Services Infrastructure integration.
- Exhibit "Executive Presence".
- Proven track record in selling both independently and as part of a team.
- Proven and verifiable track record in exceeding sales quotas.
- Demonstrate high energy.
- Ability to quickly build strong business relationships.
- Interpersonal skills, such as telephony skills, communication skills, active listening, and customer-care.

Education and Experience:

- A Bachelor's degree in sales, marketing, or a related discipline. The equivalent in relevant work experience may be considered in lieu of degree requirements.
- Minimum of 3 to 5 years of experience in selling to SMB and Mid Enterprise clients.
- Prior experience selling recurring revenue solutions.

Job Type: Full-time

Base Salary - \$70,000 - \$95,000, + commission plan.

Benefits:

- Dental insurance
- Health insurance
- Paid time off

Schedule:

- Monday to Friday
- Commission pay.