



A division of



Business Development Manager – Sales Position

Self starter who likes to uncover, develop, and manage multiple technology projects across a thriving territory. Expand relationships with public & private entities to deliver profitable projects (revenue) to the company and exceptional results to the customer(s). Areas of focus will include multi-tenant opportunities like property management companies and apartment owners, school districts, private colleges, hotels, retirement villages and some enterprise business.

This is a great opportunity to be part of an exciting up & coming Technology Company where you can make an impact each and every day. Our X-wires ResNet Management Solutions create value and eliminate headaches and hassles for property managers, IT staffs and their tenants/customers.

We are looking to fill TWO newly created positions to capitalize on this new opportunity. The positions can be based anywhere in the central U.S./Midwest. These will be full time professional positions that will work with existing sales management, engineering, and executive support from our Cedar Rapids, Iowa offices.

Specific Duties

Include, but not limited to:

- Exceeding Quarterly/Annual sales revenue targets.
- Find opportunities to solve customer problems using available technology including X-wires ResNet Management Solutions, wireless data and internet communication services. Point to point wireless data connections, IP Security Cameras, disaster recovery strategies, and redundant connectivity options.
- Develop excellent customer relations.
- In-the-Field sales activities: cold calling, customer premise meetings, site surveys, proposal and contract preparation, customer premise closings, and ensuring installed projects exceed customer expectations.
- Administration and upkeep of prospect and customer information in company systems.
- Develop clear & concise proposals for customer consideration and communication to others.
- Working with customers to “sell ideas” to other influencers or decision making bodies.
- Submission of complete, accurate and timely paperwork to facilitate customer installation
- Ensure that all opportunities meet company’s minimum financial requirements.
- Work with all internal departments to develop customer strategy, financial analysis,
- Travel is required and will be > 50% to achieve a six figure income.
- Other duties as assigned

Requirements

The successful candidates will possess the following attributes, experience, and attitudes:

- 5 – 10 years experience selling in data communications, broadband, telephony, or technology fields.
- Experience with strategic selling processes.
- Selling experience to municipalities, school districts, colleges, property managers, hotels, larger businesses, a plus!
- Selling via web based presentation mediums a plus.
- A four year college degree.
- Detail Oriented & Accountable
- Excellent written & verbal communication skills
- Gets work done through other people/departments with minimal managerial support, and excellent team work.
- Someone who measures the day by the needs of the customers and their projects and not the clock.

Compensation Overview – \$75 - \$85,000 package at objective – No Caps

- Package based on experience
- Salary (paid bi-weekly)
- Commission (paid monthly)
- Spiffs (frequently)
- Competitive Benefits Package
- Pre-approved travel expenses reimbursed per company guidelines.
- Team Environment
- Supportive Management Group

Send your resume & compensation history for immediate consideration to:
sales@dybb.com.