

## Business Development Executive - Baltimore Metropolitan Area

**Location:** Baltimore Metropolitan Area

**Department:** Sales

**Reports to:** VP Sales & Executive Staff

**Compensation:** Salary plus Commission

**Positions Available:** Open



We provide certainty, in an uncertain world...

### COMPANY PROFILE

Omni Business Solutions is a privately held, highly motivated and diverse IT Solutions and Outsourcing Services Company. We are a Value-Added Reseller (VAR), Managed Service Provider (MSP), Independent Software Vendor (ISV), Systems Integrator and Solution Provider that serve Small, Medium and Enterprise (SME) clients throughout North America (US, Canada, Mexico) in numerous vertical markets. Omni Business Solutions has state vendor relationships within the United States and System Award Management (SAM) approved to provide goods and services to the federal government and all branches of military. Omni Business Solutions has an "A +" rating with the Better Business Bureau. We hold partnerships, certifications and memberships with over 50 of the worlds most distinguished IT companies, associations and organizations.

### POSITION PROFILE

Omni Business Solutions Sales Executives are responsible for introducing and selling our entire product line to customers and prospects as required. Our candidate will have experience with Directors and C-level contacts. They must have the ability to develop, grow, and execute the Sales cycle in Medium, Large, and Enterprise businesses. They will implement a consultative sales approach that is adaptable to the client prerequisites as well as supporting the business opportunity at hand. The Executive Sales Manager will have the ability to work independently to drive and over achieve all sales goals and objectives. A business plan is expected and should be updated quarterly as a means of tracking growth, performance and overall territory strategy. The Executive Sales Manager must be solutions oriented and also serve as a liaison between Omni business solutions, our partners and customers. A full understanding of Enterprise solutions and SMB is required. Omni Business Solutions offers a competitive compensation plan including base salary, uncapped commissions, an expense allowance and the opportunity to achieve monthly and quarterly performance based bonuses and incentives. Omni Business Solutions helps you thrive as a sales representative by providing award-winning sales training and an excellent support structure (e.g. sales marketing).

### DUTIES AND RESPONSIBILITIES

As a Sales Professional, your primary responsibility will be to sell our solutions, products and services to named accounts within your assignment. Your job duties will include:

- Prospecting for new business and upgrading existing clients
- Build a robust pipeline of qualified opportunities
- Complete customer requirements analysis
- Identify pain points for all accounts
- Communicate with Partner/Vendors
- Obtain and exceed assigned quota
- Prepare and update business plan
- Proficient understanding and utilization of sales reporting
- Manage assigned territory
- Follow described sales processes
- Ensure & submit proper, accurate, timely and complete sales and service orders
- Provide product/services demonstrations and presentations on-line/on premise
- Oversee proper implementation and 'hand-off' of client from sales to services
- Ensure appropriate level of industry and competitive knowledge
- Effectively respond to Request for Proposals/Information (RFP/I)
- Attend and successfully complete training requirements

### PREFERRED TECHNICAL SALES KNOWLEDGE

- Private and Public hybrid cloud offerings
- Data Center Migration
- Web & Application Development
- Network Operations Center (NOC)
- Infrastructure
- IT Transformation

- Telecommunications
- Applications
- Business Intelligence
- Big Data
- Data Protection
- NOC
- POS / Scanning & Barcoding
- Enterprise Planning Resources
- Service Desk
- Managed Services
- Data Storage
- Virtualization
- Mobility
- And more...

#### **COMPENSATION PROGRAMS:**

- Salary \$65,000 to \$195,000
- Solutions Commissions
- Services Commissions
- Product Commissions
- Leasing Commissions
- Renewal Commissions
- Management Services Commissions
- Professional Services Commissions
- Quota Achievement Bonuses

**Salary plus compensation programs, you can earn well over \$270,000!**

#### **Benefits Summary**

Omni Business Solutions offers a competitive benefits program, designed to help employees & consultants build a solid financial foundation for meeting a diverse range of needs - health care, income protection, retirement security, personal interests and rewards. Omni Business Solutions provides a range of options, to allow employees and consultants design a personalized program with cafeteria plans that meets their personal or family circumstances.

#### **Employee Retention Programs**

Promote from within, Generous Bonuses, Recognition Awards (Family Vacations, Sporting Events, Unique Gift Certificates, etc.)

#### **QUALIFICATIONS (Education, Experience and Certifications)**

- The ideal candidate for this job will have a 4-year college degree or equivalent experience in a related field
- 7 or more years of business-to-business outside sales experience preferred
- Valid driver's license and reliable transportation required
- Understanding of sales skills and techniques
- Ability to perform without direct supervision
- Professional, creative and dynamic presence and the ability to communicate with people at all levels
- Excellent written and verbal skills at technical and professional levels
- Proficient computer skills (e.g., MS Office, PowerPoint, Excel, Outlook, CRM, etc.) a must!
- Communication, relationship building, customer service, prioritization, account forecasting / planning, negotiating, consultative selling and superior organizational and time management skills

#### **Omni Business Solutions offers various sales tools and programs to help you succeed:**

- Assigned territory and/or customers
- Ramped quota during your initial training period
- Sales training program/standardized multi-week curriculum
- A state-of-the-art CRM system to help manage your assigned territory and prospective customers
- Business and Income Planner tools are available for you to plan and achieve your financial goals
- Robust resources to provide sales professionals with a consultative selling toolbox, including analysis tools, case studies, proposal templates, etc.

**We are an Equal Opportunity Employer.** For more information visit us: [www.omnibusiness-solutions.com](http://www.omnibusiness-solutions.com).