

## Business Technology Advisor/Business Development Manager

Due to strong and growing demand for our products and services, Infinity Business Systems has an opening for a true HUNTER with strong experience in IT sales for our Atlanta, Georgia office. This resource will work directly with for the Sales Manager.

### Responsibilities:

The primary responsibility for each BTA/BDM is to identify prospects and bring new customers into IBS' care. New customers can be brought into IBS through each line of business; however the focus should be on selling Managed IT Services. Each Business Development Manager is responsible for providing quality sales support and responsiveness to each prospect from identification of lead through sale of IBS services and a period thereafter.

The BTA/BDM is responsible for pursuing all initial leads for IBS service, both referrals and call-ins, and for identifying leads through networking events, door-to-door sales and referral partners.

IBS offers the only full-service IT solution to businesses in the Tampa, Orlando and Atlanta markets, including:

- IT Consulting & Strategy Management
- Computer & Network Management
- Phone System Management
- Print & Copy Management
- Website Management

### Desired Competencies, Certifications and Experiences:

- EXPERIENCED BTA/BDMs require 3+ Years of Outside IT Sales Experience selling into the SMB Market.
- Strong preference for experience selling Managed IT Services in the SMB space.
- Candidates are required to have a background in 'hunting' for clients in the computer/network and telephony industries.
- Ideal candidates have an existing book of business and established relationships with clients in an IT service capacity that will enable them to 'hit the ground running'.
- Outgoing personality, strong relationship management skills
- Strong passion for customer service
- Attention to detail; process oriented
- Experience with MS Office
- Intermediate to advanced computer knowledge
- Strong executive presence

### Compensation & Benefits:

IBS is hiring the best and the brightest and offers competitive compensation plans commensurate with experience. We offer a professional yet fun work environment and the opportunity to work with best of class technology. We have a goal of creating superior value for our employees, keeping them motivated and committed to achieving exceptional results. Compensation composed of salary plus commission, paid holidays and vacation, excellent 401K + benefits.