



Job Title / Role:

Business Development Representative

Job Summary:

Exciting Sales opportunity in the Voice communications industry. As a member of the newly formed inside sales team, this rep will work side by side with experienced account executives / sales consultants. This position will help uncover, prospect for, and act in a strategic manner to uncover new opportunities for our outside sales team.

We are looking for a high energy person who can think out of the box. We offer a fun dynamic work environment and an aggressive compensation plan.

Responsibilities:

- *Qualify leads generated by marketing campaigns, website and/or other sources in a timely manner*
- *Within an assigned opportunity, have the availability to qualify, present, and quote a Cloud based solution*
- *Meet and/or exceed sales quota for cloud systems*
- *Update and provide accurate information into our sales database / CRM system (Connectwise)*
- *Develop new sales opportunities within an assigned territory*
- *Research prospective business opportunities to better understand their business needs, decision-making process, install time frame and competitive situation*
- *Provide ongoing management of accounts while working together with our senior account management team*
- *Research throughout Connectwise and assigned accounts to uncover potential company wide sales opportunities*
- *Participate in development and execution of territory account plans*
- *Participate in brainstorming and reporting with sales team members on funnel activity*
- *Provide management, on a timely basis, and accurate weekly status reports*
- *Continually strive to improve sales qualification process*
- *Participate in tradeshow, conferences, and events that provide lead generation for the entire sales team*
- *Develop and maintain an in-depth knowledge of Mitel's products and services, the telecommunication market, key vendors / manufactures / service providers, critical industry trends, and all services / products sold and managed by Harbor Networks.*
- *Build and maintain an accurate pipeline and forecast*
- *Work with our Client Services Team to provide account coverage and management*
- *Maintain a high level of phone and email activity with potential business clients*

Contact Information:

*VP of Sales
Chris Gioffre
chrisg@harbornetworks.com
508-652-3040*