

Enabling Technologies Corp, a Microsoft Partner of the Year winner, is currently looking for an energetic, highly motivated, goal oriented individual to take our company to new levels as we continue to grow.

Overview: *This business development professional will assist in promoting Enabling's services via phone and email by driving attendance to events as well as assisting the Outside Sales team in maintaining our current account base. This position will contact both cold and warm targets to introduce our services, market for events, and generate leads nationwide for our Outside Sales team. Qualified candidates must demonstrate initiative, self-accountability, keen business acumen, excellent communication, strong networking skills, and individual commitment to teamwork. This individual would be expected to collaborate closely with the Outside Sales and Marketing teams.*

Responsibilities include:

- *Intensive calling and emailing of prospect accounts allowing you to meet performance metrics*
- *Assist the Marketing team to drive attendance to in-person and online events using a variety of contact databases including DiscoverOrg and Microsoft Dynamics CRM*
- In the effort to develop our client base, work with the Marketing team to build the Enabling Technologies brand by nurturing cold targets and warm prospects*
- Collaborate with the Sales and Marketing teams to create communication plans and marketing campaigns for our events and product offerings*
- *Provide support to our Outside Sales team while they are traveling or out of office by assisting on client discovery calls, providing sales documentation and contracts to clients, and maintaining our existing accounts in Dynamics CRM*
- Participate in bi-weekly meetings with each Outside Sales team member to discuss strategies to uncover new opportunities among prospects and their existing client base*
- Follow up with attendees from in-person and online events to discover and qualify sales opportunities*
- Gain & schedule appointments with interested parties for our Outside Sales / Pre-sales team and document opportunity information in Dynamics CRM*
- Build and maintain relationships with contacts at Microsoft by updating them with recent wins and other relevant developments at Enabling*
- *Utilize LinkedIn to connect and network with IT professionals to promote Enabling Technologies' brand, offerings, and events*
- *Gain in-depth knowledge about our services and target industries through a comprehensive training program*

Requirements:

- *College Degree preferred*
- *2+ years' experience in Business Development preferred*
- *IT / Microsoft Office 365 / Skype for Business / Security knowledge preferred*

Compensation includes: *A competitive base salary and bonus-plan coupled with a company funded health / benefits program all while working remote*