



Job Title:

Business Development Representative

Job Summary:

Exciting sales opportunity in the IT and unified communications industry at a top-rated company. As a member of the fast paced and talented Harbor Networks sales team, you will work side by side with experienced Account Executives and Client Service Managers. This position will help uncover, prospect for, and act in a strategic manner to develop new opportunities for Harbor Networks.

We are looking for a high energy, organized, team-oriented candidate. We offer a fun dynamic work environment with opportunity for personal and professional growth.

Responsibilities:

- *Qualify leads generated by marketing campaigns, SEO, 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 sales quota for any assigned revenue objectives*
- *Update and provide accurate information into our sales database / CRM system*
- *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*
- *Research provided CRM database 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 weekly status reports*
- *Continually strive to improve sales qualification process*
- *Participate in tradeshow, conferences, and other Harbor Networks marketing events*
- *Develop and maintain an in-depth knowledge of Harbor Network's and industry related products and services.*
- *Build and maintain an accurate pipeline and forecast*
- *Work with our Client Services Team to provide account coverage and management*

Contact Information:

Vice President of Sales

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