

Job Description – Business Development Professional

ISOdx Solutions, based in Columbus, Ohio, is seeking seasoned sales professionals to join our growing company. Successful candidates will have prior experience selling enterprise software products to Fortune 1000 companies. A minimum of 10 years sales experience is required.

Duties:

- Manage the entire sales process for named accounts, including lead generation, qualification, proposal development, business case and financial impact analysis, negotiation of purchase terms, and sale closure.
- Coordinate all sales-related activities including conference calls, online demonstrations, customer meetings, and onsite product evaluations.
- Participate in webinars, trade shows, and speaking engagements to increase company and product visibility.
- Serve as the “voice of the customer” in the product road map prioritization process
- Perform other duties as required

Skills:

Qualified candidates will have:

- A proven track record of generating leads, converting leads into closed sales, and managing client relationships after the sale
- Successfully attained a minimum annual sales quota of \$1MM
- A national network of executive contacts that can be leveraged to quickly identify prospects, in the Independent Software Vendor, IT Hardware/Original Equipment Manufacturer, Managed Service Provider, and Business Process Outsourcing segments
- The ability to work autonomously, a strong work-ethic, and the highest standards of professional conduct
- Experience following a proven sales methodology (e.g., Solution Selling)
- A background that includes working closely with technical resources to align technical product demonstration to a defined business need
- Experience in selling to the Customer Support, Technology Support, or Information Technology divisions of Fortune 1000 companies is preferred

Requirements:

- Candidates should possess a BA/BS from a four-year institution
- Desire to work in an entrepreneurial, growth-oriented environment
- The ability to travel up to 50%, as required to manage a national sales territory

Compensation and Benefits:

- Compensation for this position will include base salary with unlimited commission opportunities.
- Benefits include medical, dental, disability, life/AD&D, 401k, flexible spending accounts and paid time off.