

Job Title: Senior Business Development Executive / B2B Outside Sales

Job Location: Tucson, AZ

Can this role be performed as a remote work from home job with no on-site work required?

NO

Employment Type: Full-Time

Job Description:

Login is a 20+ year established business with the energy of a startup. We provide businesses with technical solutions they need in the areas of internet access, phone service, cloud services, a safe place for data storage, video surveillance and more. We're growing -- both as a business and as a team. Are you the right person to join the Login team?

Unlike many large companies that cap highly productive salespeople's commissions, Login Leadership believes that there should be no limit on the level of income a talented Business Development Executive is able to achieve.

Login is looking for seasoned energetic B-to-B sales candidates with at least a 5-year proven track record of success in uncovering opportunities and generating new business within the telecommunications or information technology industries. This candidate must have advanced knowledge of technology particularly in telecommunication circuits, internet, WIFI, VOIP, cloud computing and Managed IT. This role will involve managing and following a consistent sales process for prioritizing opportunities, qualifying potential new clients, understanding client's business drivers, cultivating partnerships, presenting solutions and closing the business.

The primary responsibility of this position is to increase profitable revenue channels while demonstrating the core values of the business. With an emphasis on providing value, unparalleled personal service, and solutions for clients, this position works closely with the Account Management team to achieve maximum impact and financial results. This is the frontline position for revenue growth at Login.

ESSENTIAL BEHAVIOR TRAITS

- Naturally Goal-oriented
- Accountable
- Comfortable meeting new people
- Authentic
- Adaptive and Flexible
- Strong Moral Compass
- Truth-teller
- Resourceful
- Proactive
- Tolerance for Risk
- Effective people skills
- High Energy
- Thrives in high-stress, fast-paced environments
- Innovative and Creative

- Sense of Urgency
- Willingness to learn

POSITION DUTIES AND RESPONSIBILITIES

The Sr. Business Development Executive's primary goal is to find opportunities that generate new monthly recurring revenue (MRR) and additional attached product and service revenue. They will actively plan and prospect for new business in their assigned territory and follow up on leads submitted from the website. The Sr. Business Development Executive will work with the Account Management team to reach out to current and former customers to uncover opportunities for expansion.

This Sr. Business Development Executive position will be primarily charged with supporting Login in each of the following areas of responsibility:

- **Sales Planning** - Developing and executing an annual sales plan for growth
- **Sales Process** - Following a defined sales process for selling to new and former customers
- **Sales Development** – Dedicating themselves to an environment of learning and increasing sales skills
- **Data Capture, Forecasting and Pipeline** - Capturing and inputting data from customers and prospects

For each of these, the specific duties, activities and measurements have been defined as follows:

FOLLOWING THE SALES PROCESS

The Sr. Business Development Executive's primary responsibility is utilizing a tactfully aggressive approach to driving revenue by following the defined sales process for seeking out and acquiring new customers and further penetrating past/existing customers to improve overall revenue and customer satisfaction.

Prospecting

- Develop a list of accounts that are probable buyers of Login solutions. This could include former/inactive clients, prospects in the company's CRM system, new prospects discovered by the salesperson and occasional leads from Marketing.
- Effectively qualify and prioritize opportunities to pursue.
- Utilize multiple communication avenues (phone, email, LinkedIn, etc.) to build awareness and connect with potential prospects.
- Effectively research companies to spark a valuable conversation with key stakeholders to get in the door.
- Generate interest with key stakeholders to procure discovery conversations or meetings at multiple levels throughout the organization
- Gather helpful institutional knowledge on every interaction (what they use, who they use, likes/dislikes, stakeholders, etc.) and enter the information into the CRM system. The ideal candidate will be able to use this information to prioritize call-backs and generate future opportunities
- Begin building strategic relationships within targeted accounts

Discovery

- Ask effective questions to uncover the client's current situation, desired situation, business drivers, application needs and decision-making processes (either via phone or face-to-face meeting) to fully understand what the client needs to recommend the best solution.
- Differentiate Login from competitors by identifying key areas that are important to the prospect or customer.
- Identifying opportunities to cross-sell products or services to existing clients through implementation of sales processes and good questioning.
- Creating a sense of urgency to close the opportunities.
- In strategic opportunities, coordinating and driving a team selling approach (typically including the CEO and/or Sales Manager) to further develop the relationship and to present more complex solutions.
- Demonstrating general business acumen and understanding of how customer's businesses operate, the challenges they face and how Login solutions and services impact their business

Presenting/ Demo

- Effectively present Login's services and solutions to customers.
- Demonstrate understanding of how the solutions fit into how a customer's business operates and matches their expressed needs to influence decisions and gain commitment
- Connect Login's proposed solutions to the benefits and impact to the customer's business.
- Present price, credit and terms in accordance with standard procedures
- Understand Login System's value in a competitive market
- Schedule a tour of the Login Network Operating Center (NOC) and Data Center
- Effectively overcome objections
- Increase sales and average order size by means of cross-selling, up-selling, add-on sales and offering promotional sale items to improve profitability

SALES PLANNING

The Sr. Business Development Executive should have a well thought out approach as to how they will achieve their sales goals. Their responsibilities for Sales Planning include:

- Developing a planned approach by creating a sales plan for activities, accounts and prospects to target, and milestones leading to the generation of opportunities
- Communicating the risks, assumptions and dependencies associated with the sales plan
- Managing and progressing a qualified pipeline of opportunities by prioritizing assigned accounts and prospects (from CRM and manufacturer leads)
- Execute the sales plan and communicate progress against the plan - this includes being fully prepared for and engaged in 1:1 and Sales L10 meetings
- Understanding what's working and what's not and make necessary adjustments in the sales approach or activity levels to achieve sales revenue and profitability goals
- Proactively communicating unexpected increases or decreases from new or lost opportunities
- Submit forecasts and pipeline reports to management on a timely basis

SALES DEVELOPMENT

Login is looking to invest time and effort in the right person to make this journey by providing personal attention for training and coaching (both internally and using outside resources) to increase the Sr. Business Development Executive's capabilities to add additional responsibilities and potentially increase earning potential.

Over time, with a willingness and ability to continue learning technical, product knowledge, and services knowledge, this role will learn and implement consultative selling skills for:

- Determining customer requirements and expectations to recommend specific products and solutions
- Educating customers about terminology, features and benefits of products to improve product related sales and customer satisfaction (confidence to be an expert)
- Recommending alternate products based on cost, availability or specifications

DATA CAPTURE, FORECASTING AND PIPELINE

- Researching, capturing and documenting significant customer and prospect information in Login's CRM system (NutShell). This includes notes from conversations, company size, competitors used, technology in place, key contacts, etc.
- Providing Sales Leadership with timely and accurate reports of forecasts and pipeline
- Maintaining proficiency in using MS Office, G-suites, Redmine and other internal software and apps
- Following company policies and procedures
- Performing other duties as assigned

COMPENSATION

- Market competitive salary + commission with no income limit
- Benefits include Medical, Dental, Vision, 401(k) match, PTO, Paid Holidays, On-site gym, Tuition Reimbursement, Financial Planning with Dave Ramsey

PHYSICAL DEMANDS

The physical demands and environment described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- No special physical demands are required.
- General office environment in which this position includes periods of telephone and computer work that may require sitting for periods of time.
- This position requires a moderate level of driving to customer meetings.
- Must be able to legally work in the United States
- Must be willing to have a Criminal and Financial Background check performed
- Must have a Driver's License and be able to operate a vehicle without legal restrictions
- Working hours may vary with networking events and work outside of normal business hours.

Benefits: Dental Insurance | Medical Insurance | Vision Insurance | Retirement | Paid Time Off

Pay Range: \$85,000 - \$105,000 annually + Commission

Skills: Lead Generation | Technical | Knowledge of Technology | IT Background | Consultative Sales | Cross Selling | Sales Planning | CRM | Relationship Management | Customer Service | Promote Sales | Business Development | Product Knowledge | Researching | Innovation | Proactive | Business & Sales Acumen | MS Office | G Suites | Customer Service Sales | Forecasting | Sales Experience | Outside Sales | Procurement | Business Operations | Sales Growth | IT Experience

Hiring Company: Login LLC

Why Work at This Company: Login is committed to caring for team members who in turn, provide great service to our partners.

Hiring Company Description:

Login Business is a fast-growing provider of B2B internet, telecommunications, and data storage services. Our focus is on managed services and standing behind our solutions, 24x7. We specialize in providing Internet Access, VoIP Phone Service, WIFI, Cloud and Colocation services. We are based in Tucson, AZ with a network that sprawls throughout the United States and have just completed construction of one of the finest colocation data centers in Southern Arizona. Our office and datacenter are conveniently situated minutes from both the University of Arizona and downtown Tucson. Established in 2001, Login Business has realized continued growth year after year - proudly providing an efficient, high level of support. Come grow with us!