



Business Development Representative

Job Description

Ashcom Technologies Inc. is a premier developer of business system software and related mobile and Web technology solutions servicing a variety of industries. Ashcom is currently seeking a Business Development Representative to join our growing, fast-paced company.

Responsibilities include, but are not limited to, building market position by prospecting, locating, developing, defining, negotiating, and closing business relationships. This position has specific emphasis on problem solving, customer assistance, and sales in a small team environment working from our Ann Arbor, Michigan offices.

Qualifications

- Possess excellent and proven ability to close deals
- Passionate about the Sales process
- Ability to uncover relevant information about potential clients, their company, as well as their needs and wants
- Proven ability to manage Sales territories
- Possess strong presentation skills
- Organized and able to keep copious notes for a multitude of leads as well as strong attention to detail
- Ability to multitask in a fast-paced and quickly changing environment
- Possess significant sales and or customer service experience, preferably in the software industry
- Capacity to work independently with honesty and integrity as well as in a team environment

Duties

- Identifies opportunities by researching industry and related events, publications, and announcements
- Locates or proposes potential business deals by contacting potential partners and discovering opportunities
- Closes new business deals by coordinating prospect requirements to align with Ashcom's product offerings
- Protects organization's value by keeping information confidential
- Updates job knowledge by participating in educational opportunities such as reading professional publications, maintaining personal networks, participating in professional organizations
- Foster and maintain relationships with potential clients
- Field in-bound calls, emails and other communications from customers
- Consistently meet sales goals
- Mediate between client and internal departments to accomplish sales goals
- Possess significant sales and customer service experience
- Organized and able to keep copious notes for a multitude of clients/prospects as well as strong attention to detail
- Possess excellent verbal, written, interpersonal and customer service skills
- Ability to multitask in a fast-paced and quickly changing environment, with a take charge approach to getting things done
- Capacity to quickly absorb and apply knowledge gained through classroom training, documentation, and independent study.
- Other duties as assigned