



## Director of Business Development (01/01/06)

Circulent is a leading technology integration company providing a life cycle of services including systems integration, network security, web development, collaborative groupware, and interactive marketing.

We are seeking a Director of Business Development reporting to its Chief Executive Officer to help drive revenue growth. This person will have a combination of large technology and early stage, venture-backed experience, preferably in the Internet services or integration space. They will have carried the primary sales responsibility in a leadership capacity, and will have helped grow a company from sub-million dollar revenue to upwards of \$5+ million in a few short years. We are looking for a real sales star.

### Responsibilities

- Responsible for the sales life cycle: Lead generation, initial client assessment, proposal & contract generation, contract development, price negotiations, contract closure, product fulfillment, and payment according to contractual agreement
- Develop sales strategy to identify, prospect, pursue new leads, and follow up on company generated leads to increase market share and revenue as defined within business plan
- Take direction from the CEO on quotas, processes, policies, budgets, and sales forecasts
- Manage pipeline of future sales opportunities, sets appropriate monthly and quarterly revenue expectations
- Manage and direct appropriate technical resources in engagements with the prospect and/or customer using technical resources, as well as monitoring all ongoing technical support issues
- Develop partners to increase company service offerings and leveraged opportunities
- Develop strategic sales and marketing objectives and 5-year strategic plan
- Develop sales budgets quotas
- Anticipate changes in the marketplace, industry, customer base, and competitive position, and adjust marketing plan, business plan, corporate ideology and tactics accordingly
- Provides leadership and vision in developing marketing policies, programs, objectives, and initiatives
- Demonstrates expertise in a variety of sales and marketing concepts, practices, and procedures
- Recruit, manage, prioritize, motivate a sales team

### Sales Qualifications

- Proven track record of selling networking, web design, groupware, and interactive marketing services
- Ability to demonstrate value propositions, and differentiate service offerings with competing products
- Possesses a hunter mentality, not an account manager
- Ability to develop, manage and maintain accurate sales forecast for assigned territories
- Possesses the following traits: Flexible, reliable, strong work ethic, quantitative, process-focused, dependable, team-focused, , and has a positive and constructive attitude
- Ability to follow leads, create openings and close deals
- Has experience in designing, managing, and executing sales strategies, and consistently exceeds quota
- Experience in selling to private sectors

### Technical Qualifications:

- Technically literate in computer hardware/software, networking, web design, and interactive marketing
- Computer skills: Enterprise CRM tools, Internet, Microsoft Office
- Excellent understanding of general technology and the technology services industry

### Professional Qualifications

- Minimum of 8+ years of sales/marketing/business development experience in the technology industry with consulting, management, and team-building experience in software technology services companies



- Minimum 10 years prior territory sales experience within small to mid-market enterprise customers, including successful record of driving adoption of technology within such customers
- Outstanding entrepreneurial leadership abilities, highly self-motivated, and has proven negotiating skills
- Recruited, managed, and motivated proven sales teams of 5+ team members across multiple territories
- Ability to prioritize time, and manage a large workload
- Effective management and team-building skills
- Excellent oral and written communication skills, as well as outstanding overall presentation skills

For immediate consideration, qualified candidates interested in joining our professional team should send resume and salary requirements, and answers to the following questions to [hr@circulent.com](mailto:hr@circulent.com). Note: US Citizen, Green Card holders, and local candidates only need apply. No third parties please. This is a 100% commission-based role with an opportunity to become a salaried employee plus commission and benefits.

1. Are you current working at a company (not consulting or looking for work)?
2. If you are not working, why did you leave your position?
3. Did you sell hardware products or technology services? Please be specific.
4. Who were your typical contacts inside the companies you sold to? (Engineers? purchasers? C-level, etc.).
5. What were the revenues of the companies you typically sold to?
6. What was the salary or hourly rate at your last position?
7. What were your on target earnings for 2003:
8. What were your quotas and resulting sales for the following years?
  - 2000 Quota/2000 Actual sales:
  - 2001 Quota/2001 Actual sales:
  - 2002 Quota/2002 Actual sales:
  - 2003 Quota2003/ Actual sales:

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