



Business Development Manager

Division:	Business Development	Req #:131004	
City:	Virtual	State:	Florida
Shift:	NA	Travel Involved:	Minimal
Category:	Sales	Type of Position:	Full

Are you interested in joining one of the fastest-growing, and most dynamic companies? If so, you have come to the right place. Join our team and take your career to the next level. First Intel Group aids businesses in making smart hiring decisions, manage risks, prevent actual or potential fraud, claims, or other liabilities. We do this through the deployment of a comprehensive suite of employment background screening services including the industry's most thorough and accurate criminal background checks, resume verification services and substance abuse screening.

We are currently hiring motivated sales people to work from home. Would you like to work with your own schedule, at your own pace?

Since you'll be working from home the benefits are endless. No bumper-to-bumper traffic to deal with on your commute to work! Work at your own pace!

Principal responsibilities include:

As a Business Development Manager you will have a senior level sales role with the objective to manage, develop and grow existing and prospective client relationships. The sales territory is: FL.

- Consult with C-level executives in large organizations to develop and implement an effective screening strategy that maximizes the value delivered by First Intel Group's products and services
- Forecast revenues timely and accurately; Increase revenue and retention rates for specified key accounts
- Perform contract renewal activities focused on client needs
- Build excellent client relationships offering value-added, insightful and strategic input to their business
- Orchestrate resources and build virtual teams committed to and accountable for your client's success

The candidate must be a self-started who can add new accounts, do product demonstrations, and be involved in association events. The right candidate must be a self-starter with the ability to produce results with minimum supervision. The position will be working from home in a remote situation. Training will be provided.

Desired Qualifications:

- 3 -5 years of proven consultative selling experience, preferably selling technology products or services to large companies
- *Prior experience selling into Local, State. And Federal Government is desired but not required.*
- **Consistently outperform sales quotas;** Achievement driven; Highly competitive



- Proficient in account planning and understanding of territory management
- Ability to prospect and manage C-Level and senior level relationships within large organizations
- Strong organization skills to navigate inter-departmental resources and coordinate across Gartner Lines of Business
- Excellent communication skills both verbally and written
- Bachelor's Degree preferred or comparable experience
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[Apply Today](#) Send resume to sales@firstintelgroup.com