

BUSINESS DEVELOPMENT REPRESENTATIVE

Introduction

Computer Solutions is a leading IT services provider dedicated to delivering cutting-edge technology solutions that empower businesses to thrive in a dynamic digital landscape. Computer Solutions is currently adding a **Business Development Representative** to our sales team of highly trained professionals. The candidate will assist in leading the overall sales growth through lead generation initiatives, prospect outreach, and relationship building.

Computer Solutions offers an array of information technology products and services primarily to the South Texas region. Over the years, we have forged strong strategic alliances with leading IT service providers including Cisco, Microsoft, HP Inc, HP Enterprise, VMware, Rubrik, HPE Nimble, F5, Microsoft Azure, Microsoft365 to name a few. In addition to hardware and software product sales, we are frequently our clients' primary contact for professional and consulting services such as Managed Services, Unified Communications, Network Infrastructure, and Server and Desktop Virtualization. Our record of success is clear—our client base has grown to approximately 300 companies across San Antonio and South Texas leading to tremendous annual revenue growth from \$1 million in 1984 to \$87 million in 2024. Our valued workforce of over 80 highly trained and certified staff creates the culture of success within Computer Solutions, having been rated the *#1 Best Place to Work* in San Antonio by the San Antonio Business Journal.

Position Summary

As a Business Development Representative (BDR) at Computer Solutions, you will play a pivotal role in driving our growth by identifying and cultivating new business opportunities. This position is ideal for an ambitious and results-driven individual with a passion for technology and a knack for building meaningful client relationships.

Responsibilities

Prospecting and Lead Generation

- Proactively identify and qualify potential clients through various channels, including outbound calls, emails, and social media.
- Research and analyze the local market trends to identify new business opportunities.

Client and Sales Engagement

- Initiate and manage meaningful communication with prospects to understand their IT needs.
- Effectively communicate the value proposition of Computer Solutions, showcasing how they can address client-specific pain points.
- Collaborate with the Vice President of Sales and Director of Sales Operations to develop compelling sales presentations and product demonstrations tailored to the client's requirements.
- Schedule and conduct virtual or in-person meetings to introduce our services and assess client requirements.

Pipeline Management

- Maintain a well-organized and robust sales pipeline, tracking interactions and progress through the sales cycle using CRM tools to track leads, opportunities, and client interactions.
- Collaborate with the Vice President of Sales to ensure a seamless handover of qualified leads.

Relationship Building

- Build and nurture long-term relationships with potential clients, understanding their business goals and aligning our services to meet their needs.
- Establish rapport with key decision-makers and influencers in target organizations.

- Foster strong relationships with internal teams, including sales, marketing, technical account management, and engineering, to ensure a unified approach in addressing client needs.

Target Achievement

- Meet (and preferably exceed) quarterly and annual targets for lead and revenue generation.
- Track and report key performance metrics, such as lead conversion rates, pipeline growth, and revenue generated, to measure individual and team success.
- Leverage comprehensive understanding of Computer Solutions' products and services to provide relevant optimization of solutions and enhancements customized to customers' business needs.
- Represent the knowledgeable, efficient, and professional image of Computer Solutions with all customers.

Required Skills

- Excellent analytical, oral, and written communication ability coupled with strong relationship building skills.
- Attention to detail along with the required organizational skill set to ensure success.
- Highly motivated by new account acquisitions.
- Proficient in contract and general negotiation.
- Proficiency in CRM software and Microsoft Office Suite.
- Possess an enthusiastic personality and foster a positive work environment.

Highly Desired Qualifications

- Bachelor's degree in business, marketing, or a related field if highly preferred but not required.
- Proven experience in business development or sales, preferably in the IT services industry.
- Strong understanding of IT managed services and technological trends.
- Excellent communication and interpersonal skills.
- Results-oriented with a track record of meeting or exceeding sales targets.
- Familiarity with CRM software and sales automation tools.
- Self-motivated and able to work independently, as well as part of a collaborative team.