



## MBT Job Description

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<b>Position: Business Development Manager</b>	<b>Classification: Exempt</b>
<b>Supervisor: Chief Business Development Officer</b>	<b>Revised On: January 2021</b>

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### Position Summary:

The Business Development Manager is responsible for the sales process, prospecting through closing sales, along with maintaining and developing strong relationships with prospects. Medicine Bow Technologies needs a responsible, motivated sales professional with 3+ years of experience selling IT solutions to small to medium businesses. A candidate will be consultative, selling customer centric business solutions to new prospects. Solutions he or she recommends will meet client needs, solve client problems, and satisfy client goals in their best interests.

### Job Responsibilities:

- Prospecting and lead generation daily, and close prospects in assigned areas
- Follow up on marketing qualified leads, ask of referral and make cold calls to generate new sales opportunities
- Participate in networking and other lead generation activities as defined
- Act as the community contact and MBT marketing liaison in the field including attending networking opportunities through community and civic organizations
- Create and present solution presentations and proposals to meet prospects needs for projects and services
- Conduct a smooth hand-off of new clients to the service and account management teams.
- Collaborate with a sales engineers to determine best solution to present to prospects
- Identify and close new managed services opportunities
- Understand significant information technology areas to identify prospect needs
- Attend sales conferences and other events where MBT solutions are presented
- Communicate regularly with management and other technical staff to perform job duties and meet company goals
- Qualify new prospects uncovered through own activities
- Use various prospecting techniques to getting meetings set with the decision maker
- Perform discovery with prospects to identify needs and the best solutions to address those needs
- Continually keep all sales activities current in the CRM system
- Adhere to MBT sales process
- Stimulate sales activities by working closely with other MBT staff

### Position Requirements:

- Bachelor's degree or equivalent work experience
- Minimum 3 years of outside sales experience in prospecting and closing
- Proven success in meeting monthly and quarterly sales goals
- Experience managing sales opportunities in a CRM system
- Technical skills including IT systems administration, support, services, and processes
- Ability to explain technology in a conceptual and clear way to non-technical prospects
- Knowledge of IT services, systems, and processes
- Excellent verbal, listening, negotiation, and presentation skills
- Possess a professional attitude and appearance, as well as be honest and responsible
- Other factors deemed relevant and appropriate to job requirements will be considered

**Other Position Recommendations:**

Knowledge, skills, and experience with the following:

- Selling IT managed services in a small to medium business environment
- ConnectWise Manage and Sell or similar CRM and quoting tools (QuoteWerks)
- Should have an entrepreneurial mindset, experience, and skills

**Note:** To apply and view the full job description, visit [www.medicinebowtech.com/careers](http://www.medicinebowtech.com/careers)

**About Medicine Bow Technologies, Inc.**

Medicine Bow Technologies, Inc. (MBT) is a Laramie, Wyoming-based technology company that focuses on IT managed services. MBT currently has offices located in Casper and Cheyenne, along with the headquarters location in Laramie, WY. MBT brings core competencies from a variety of industries that help tailor IT managed solutions to best serve clients' unique IT support needs.