

# BrantTel Networks Job Posting



## BrantTel Networks is currently hiring a Business Development Executive

Position Title: Business Development Executive

Location: TBD – Markham or Burlington, Ontario

Reports to: Business Development Director

### About BrantTel Networks

BrantTel Networks is a full service communications company that provides design, sales, installation and ongoing services to over 2000 companies in Canada. We sell, service and support the complete line of Avaya communication products (telephony & data). Our offices are located in the GTA, Ontario.

Visit us at [www.branttel.com](http://www.branttel.com)

### Primary Function:

This position exists to cold-call Sr. “C” level executives and other IT and financial management to introduce BrantTel Networks as well as the assigned Sr. Sales Executive - to arranging well qualified business meeting opportunities

The candidate profile should include someone who has had years of sales – dealing with the public – someone who is polished and enjoys outbound calling on the telephone.

This person is mature and confident as well as passionate, aggressive, and driven by “success and reward”- capable of “opening new doors” and creating new meetings for the Sr. sales team.

Business development is an integral part of the overall new sales success at BrantTel Networks.

### Responsibilities:

The BDE follows the BD program which includes:

Call cold leads to cultivate new relationships that will result in well qualified meetings for the Sr. Account Executives

Initiate, identify and influence decision makers and recommenders to book a meeting with BrantTel Networks and one of our Account Executives - A 30 minute to 1 hour high-level business discussion to review their business challenges and goals.

(All meetings should be arranged in the prospect and AE calendars.)

Introduce our company and the width and breadth of our products and services. In addition, discuss current and future promotions.

Meet and Exceed 15 well-qualified meetings every month for the Sr. Account Executives

Enter all prospect corporate information and details of every sales opportunity in the corporate CRM database.

Document all BD meetings, on the Business Development Report (this is tracked weekly)

Reach out to all new prospects after trade shows or campaigns and book follow-up meetings for the Sr. Account Executives

Maintain product and service offering knowledge by attending webinars and events

Collaborate in a BD team environment that encourages and recognizes diligence, dedication, integrity and superior

results.

Meet weekly with the BD team to review results and participate in the team building foundation.

**Position Requirements:**

- Over 10 years of sales experience and success in the technology vertical or related field
- Some knowledge of data, voice, LAN/WAN interconnection, IP networks/ services and emerging technologies
- Strong capacity for generating revenue by meeting/ exceeding expectations
- Strong cold-calling negotiation and influencing skills accompanied by persistence, determination and focus
- Self motivated with the ability to take initiative and resolve problems/ concerns independently – monitors own quality of work
- Strong analytical and organizational skills
- Experience in managing multiple projects simultaneously and the ability to work under pressure
- Excellent negotiating and influencing skills with prospects
- Strategic and creative mindset to develop, organize and execute BD plan through effective and proactive daily prospect planning
- Hands on, energetic and ambitious – goal-oriented
- Adaptable and flexible to any situation with a strong business acumen
- Proficient with Microsoft Office Suite (MS Powerpoint, MS-Word, MS–Excel and MS-Outlook) and CRM software

Environment: Works in an office environment – 8:30 to 5:00 daily

**Compensation & Benefits**

Extended Medical & Dental benefits commencing after three month probationary period.

Salary + Bonus Structure that rewards success in terms of meetings and opportunities awarded.

Please forward covering letter and resume to:

[hr@branttel.com](mailto:hr@branttel.com)

Attn: Chris Deineka