



10100 Orland Parkway  
Suite 100  
Orland Park, IL 60467  
Tel: 888-827-6387  
[centerpointnetworks.net](http://centerpointnetworks.net)

**CenterPoint Networks** is seeking a **Business Development Professional** to join our growing team.

**About Us:** CenterPoint Networks is a Chicago Metropolitan information technology managed services provider.

**Our Purpose:** Our purpose is to provide redundant, scalable and fault-tolerant local area networks, wide area networks, cloud deployments, backend operations and facilities; primarily to the mid-market business community.

**Our People:** CenterPoint Networks is proud of its staff. It is our people, professionalism and work ethic that differentiate us from our competition. We are dedicated to providing the resources and benefits for our employees to attain professional growth in a rewarding, fast-paced and enjoyable work environment.

**The Position:** The Business Development Professional is a lead position with direct reporting to the President. The Business Development Professional is responsible for identifying opportunities, setting appointments and closing new business with prospects. The President, senior engineers and administrative staff will aid the sales channel effort by way of participation in meetings and calls as needed, however, the Business Development Professional is expected to be self-managed and self-sufficient.

The successful candidate will be a charismatic person who covets prospecting for new opportunities, is achievement driven, expresses boundless enthusiasm, is forward thinking, is always tenacious, is viewed as an over-achiever, and is always well organized. Prompt, professional, cooperative, positive interaction and excellent communication skills are a must for a candidate seeking to fill this position.

Although cross-selling within our existing customers is encouraged, the Business Development Professional position is an external sales position with an emphasis on securing new clients and engagements.

**Growth Potential:** Staff members demonstrating excellence in the fulfillment of their responsibilities will be rewarded with a progression to management level position(s) or other mutually agreeable career path(s) within our family of companies.



### **Responsibilities:**

- Promote and position the company's professional services and solutions through direct, indirect, existing and new customer prospecting.
- Develop and extend partnerships that integrate the company's products and services into strategic solutions for customers.
- Actively participate in industry associations and demonstrate value through increased public visibility.
- Identify new client and sales opportunities, cold call prospects, and author sales and service proposals to ensure quotas and sales goals are achieved each month.
- Develop a pipeline of opportunities and targeted growth strategies to achieve annual new business objectives.
- Develop & communicate prioritized lists of strategic opportunities for target prospects to the President.
- Develop and maintain milestones and metrics to measure the progress of strategic sales plans, projects, and programs against organizational goals and objectives.
- Establish trust, rapport and credibility with client C-Level Executives, IT Managers, and IT Executives.
- Prepare and formally present proposals to C-Level Executives, IT Managers, and IT Executives.
- Broaden and deepen existing client relationships to ensure retention, gain strategic positioning, and earn additional business.

### **Qualifications:**

- Documented successful history of selling technology solutions in competitive environments.
- Minimum of two (2), preferably four (4) years in a business-to-business sales environment as an outside sales professional; emphasis on technology and managed services offerings.
- Minimum of two (2), preferably four (4) years of experience consistently exceeding sales quotas as an outside sales contributor selling professional services and proven experience creating and developing opportunities in the market; emphasis on technology and managed services offerings.
- Understanding of sales techniques and strategies necessary to sell competitively and present the company's value proposition to all types of audiences.
- A technical aptitude and background in modern day technology foundations such as Datacenter operations, Server Infrastructure, Virtualization, Network Infrastructure, Cloud, and LAN/WAN Networking.
- Demonstrates unwavering commitment to delivering client value.
- Demonstrates a proven ability to build lasting customer relationships.
- Be an energetic self-starter with high motivation and positive attitude.
- Be prompt, organized and have the ability to multi-task.
- Possess excellent decision making and critical-thinking skills.
- Be self-disciplined, diligent, and have good work ethic and time management skills.
- Must have excellent oral and written communication skills and the ability to communicate effectively with others.
- Have experience successfully managing a varying schedule and meeting tight deadlines.
- Be comfortable working in a fast-paced and quickly changing environment.
- Letters of recommendation and/or references; emphasis on ethics and accountability.
- A current valid driver's license.
- Must own or lease a well maintained motor vehicle.



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**Benefits:**

- PPO medical insurance, Dental insurance and Vision insurance
  - Wellness program
  - Paid vacation and holidays, paid personal time off and flex work days – work from home\*
  - Job training, certification and continuing education
  - Competitive salary packages with bonus potential
  - Retirement and profit sharing packages\*
- \* subject to eligibility requirements and performance

**Summary:**

Title: Business Development Professional  
Job Code: CPBDP  
Primary Work Location: Orland Park, IL

For consideration for this position send your resume to:  
[careers@centerpointnetworks.net](mailto:careers@centerpointnetworks.net)  
Reference the above job code in the subject line of the email.

No phone calls please.