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| Position Title | Sales & Mission Development Representative | Full-Time |
| Reports To | Sr. Director of Relationships & Business Services |
| Direct Reports | None |
| Department | Sales |
| FLSA Status | Exempt Status  |
| Position Summary |
| The Sales & Mission Development Representative (Rep) is responsible for promoting Beyond Vision’s Customer Care services through effective business development strategies and managing the selling process through closure of sale. The increase in revenue will allow Beyond Vision to maintain and expand employment opportunities for people who are blind or visually impaired. The Rep will develop ongoing profitable relationships with customers and continually maintain a professional and positive image for Beyond Vision. A passion for our mission, effective presentation skills, and a drive to meet established revenue targets are critical for success.  |
| Essential Job Functions |
| * Generate and develop new customer accounts to increase revenue by developing and fostering a network of referrals.
* Create and maintain information about accounts, contacts, opportunities, and activity in Sales Force.
* Actively network in-person and online to develop leads for customer care center. Arrange and facilitate tours of Beyond Vision.
* Qualify opportunities to determine their potential. Work with customer care center management in identifying and targeting new business prospects.
* Effectively manage the sales process from lead development to accepted proposal. Work with business unit leader and accounting team in setting up new customers.
* Develop clear and effective written proposals/quotes for perspective customers. Work with internal partners to develop profitable and successful proposals.
* Display strong communication skills with internal and external customers through active listening, awareness of self/others, understanding of needs, and persuasion that drives results.
* Develop and provide professional presentations to prospects at their site or at Beyond Vision. Effectively leverage our mission and full range of inbound and outbound customer care services.
* Maintain accurate records including sales funnel reports and expense reimbursement reports. Submit these reports in a timely manner.
* Serve as an ambassador of Beyond Vision to the business community at large. Promote the positive brand of Beyond Vision and the abilities of people who are blind or visually impaired.
* Keep well-informed of trends in contact center outsourcing, market conditions, competitive activities, and promotional opportunities through the reading of pertinent literature and regular consulting with business unit leaders.
* Travel independently and semi-frequently to meet with business prospects and to participate in trade shows and conventions.
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| Required Knowledge, Skills, and Abilities |
| * A passion for our Mission and a “Mission First” approach to their work.
* 3 or more years of business development experience in a B2B or B2G environment.
* A successful track record of new business development by moving prospects through the sales cycle to successful closure.
* A consistent history of goal attainment or the ability to explain what barriers caused you not to meet your goals.
* Strong relationship builder with the ability to develop effective customer relationships.
* Successful track record in utilizing a CRM to manage the business development process. Experience with Sales Force is preferred.
* A team player with the ability to work with a multidisciplinary team in turning prospects into new business.
* Good computer skills and the ability to use technology to maximize business development efforts.
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| Education Requirements |
| * 2 or 4 year degree in business, marketing, ore related field preferred.
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| *The duties listed above are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related or a logical assignment to the position. The description does not constitute an employment agreement between the employer and employee and is subject to change by the employer as the needs of the employer and requirements of the job change.*  |