

## BrantTel Networks is currently hiring a Business Development Executive

### Opportunity

This is an exciting opportunity for a dedicated professional to continue a rewarding career in the Business Development/Marketing department at BrantTel Networks.

### About BrantTel Networks

A leading provider of on and off premise cloud technology solutions, BrantTel Networks is thrilled to be celebrating 35 years in business. BrantTel has the technical prowess to sell, implement and support a wide range of voice and data solutions. BrantTel Networks continues to maintain an outstanding engineering and delivery process. We are experts in IP Telephony, Network Implementation and Management, Cloud Contact Centre and Unified Communications. Choose a company that is both cutting edge and established, choose a proven business practice, and choose a partner that is tops in their field. [www.branttel.com](http://www.branttel.com).

### Position:

The Business Development Executive will provide Sales Funnel support by outbound calling and developing assigned leads for the purpose of booking well qualified business meeting opportunities. The BDE "opens doors" and creates new appointments with key and strategic contacts at their respective organizations. This is a full time role with the opportunity to be mentored by some of the brightest minds in the industry. This role also includes potential room for corporate growth.

### Duties:

- **Cold and warm lead calling** - prospecting from provided lists to cultivate new relationships that will result in well qualified meetings for the Sales Account Executives
- **Initiate, Identify and Influence** business technology opportunities including high level conversations with decision makers at medium to large size enterprise corporations (typically over 100 employees)
- **Introduce** our company and the width and breadth of our products and services. In addition, discusses current and future promotions.
- **Arrange** 15 well-qualified meetings every month for the Sr. Account Executives
- **Enter** all prospect corporate information and details of every sales opportunity in

corporate database

- **Document** all BD meetings, financial values of all proposals and bookings on the Business Development Report (this is tracked on a monthly basis)
- **Assist** with other BD department requests as required or other duties assigned
- **Reach** out to all new prospects after trade shows or campaigns and book follow-up meetings for the AEs
- **Maintain** product and service offering knowledge by attending courses and webinars
- **Collaborate** in a team environment that encourages and recognizes diligence, dedication, integrity and superior results.
- **Meet/ review** monthly your results with the team lead and participate in the team building foundation.

### **Required Skills & Abilities**

- Some knowledge of data, voice, LAN/WAN technologies, IP networks/services and emerging technologies
- Strong capacity – passion and enthusiasm 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, verbal and organizational skills
- Experience in managing multiple projects simultaneously and the ability to work under pressure
- Strategic and creative mindset to develop, organize and execute BD plan through effective and pro-active 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
- Experienced with Social Media platforms (LinkedIn/Facebook) as a tool for prospecting

### **Conditions of work**

Typical office conditions, some travel required. Valid drivers' license required. This position resides in BrantTel's Burlington office.

**Compensation & Benefits**

This is a Permanent Full Time role. Compensation commensurate with experience. This role offers a base salary with benefits after 3 months. Bonus and Commission availability based upon achievements and booked sales.

Please forward covering letter and resume to:

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

Attn: Chris Deineka