



Business Development Representative

Who We Are

DCT Mobile Solutions (www.dctkc.com) helps companies of all sizes manage people, processes, inventory and assets by leveraging mobile technology and the Internet of Things. We are a complete systems integration company providing our clients with turn-key systems from project planning through training and on-going support. Our core technology is our own **Scout Mobility Suite Software** (www.scoutmobile.com).

Who You Are

Intelligent, motivated, and driven to be successful.

You know how to communicate with customers to find out what they need. You also understand our products and services offerings and can identify what solutions fill those needs. Our dedicated sales team receives extensive training so they can present our game-changing technologies, products and services to the world.

Requirements:

- Bachelor's degree or at least four years of real world experience.
- Excellent communication – outgoing, well-spoken and polished.
- Experience in business-to-business sales preferred.
- Strong planning, organizational and prioritization skills.
- Should be resourceful and able to work independently as well as with a team.
- Must demonstrate the ability to troubleshoot with challenging client issues.
- Must demonstrate exceptional written communication skills.
- Must be a quick study and able to adapt to a fast-paced, changing environment.
- Must demonstrate mastery with MS Office Suite.
- Must have a passion for technology; Sales experience in wireless, cellular data or other technologies is a plus.

Here's What You'll Do

As a Business Development Representative, you will work with the DCT Sales team to identify opportunities within existing customers and targeted accounts. The core functions of this position are to blueprint the prospect organization, identify decision makers within the organization and deliver targeted messages to these people via telephone, email and direct mail. This is a high-volume telephone and email contact environment that requires strong organizational capabilities and attention to detail. The Business Development Specialist works within a defined sales process to ensure a consistent and unified approach to messaging, selling, customer service and support.

The Specifics

- Develop pipeline through qualifying leads, developing dormant accounts and prospecting.
- Researching and identifying potential accounts; soliciting new accounts; building rapport; providing technical information and explanations; preparing quotations.
- Client development by checking customer's buying history; suggesting related and new items; explaining technical enhancements.
- Verify names, title and organizational role of decision makers at named accounts.
- Engage clients/prospects via the phone to outline the unique value proposition and create sufficient interest to secure an introductory meeting with a DCT account executive.
- Run on-line presentations.
- Work with our business partners sales force to integrate joint selling opportunities.
- Develop an understanding of client's business issues and how to articulate the value proposition.
- Understand the changing business and technology issues facing our client and prospect base.
- Frame the benefits of a solution in a way that accurately addresses the key points and priorities of stakeholders.

What You Get

- Competitive base salary, uncapped commission structure, and a comprehensive benefits package including medical, SEP IRA, paid time off.
- Warm leads to customers who have already done business with us.
- Complete training, support and mentorship from our team.
- Vibrant company culture and fun work environment. We operate in a true team environment.
- High income potential.
- Training to provide you with the product knowledge and resources to fuel your success in this growing technology space.
- Exposure to industry experts and to top business leaders.
- Colleagues who are intellectually curious, hard-working, and collaborative.

How to Apply

Send your resume with a cover letter briefly highlighting your unique skill set to:
resumes@dctkc.com