



Job title	<i>Business Development Professional</i>
Reports to	<i>VP – Business Development</i>

Job purpose

This is a role for next generation sales professionals that are capable of developing industry and/or business process knowledge to consistency overcome objections and close deals. KynektYD is a Microsoft Cloud Solutions Provider that offers an array of technology products and services. We rely on our business development team to tailor best-fit solutions for new and existing clients.

Duties and responsibilities

Candidates should be comfortable supporting inbound and outbound process-orientated sales campaigns. Candidates should be comfortable presenting and demoing software remotely and have a proven track record coordinating remote sales cycles from contact to close.

Ideal candidates will demonstrate strong business acumen and enjoy solving problems. Previous IT sales experience is a plus but is not required. That said, the ability to learn about new technologies and explain their value to non-technical users is essential.

Business development professionals are supported by internal marketing and technical teams and will work directly with Microsoft engineers and sales support to develop best-fit solutions.

You must be a strong team player and a leader. Business development is a team sport and our business development professional's spearhead that process.

Qualifications

Required qualifications include:

- Strong verbal and written communication skills.
- Problem solver that understands consultative selling.
- Team player that can both lead and follow.
- Ability to prepare and deliver custom sales presentations remotely.
- Self-starter that can execute without supervision.
- Ability to convey the value of complex technical solutions in simple language.
- Legal authorization to work in the US. We will not sponsor individuals for employment visas, now or in the future, for this job opening.

Desired qualifications include:

- Education: Achieved or pursuing a bachelor's degree in Marketing, Economics, Operations Management, Business Management or a related field; 3.0 GPA preferred (either accumulative or program specific). Candidates with equivalent experience or technical certifications will be considered.
- Familiarity with recent technology developments and innovations such as cloud computing, ERP/CRM, robotic process automation, business intelligence, cybersecurity, AI/ML, IoT, blockchain etc.
- Experience working with Microsoft 365 for Sales or another cloud-based CRM

- Familiarity with Microsoft cloud solutions.
- Familiarity with the competitive landscape in the ERP/CRM market.
- Familiarity with the software development process.
- Familiarity with business processes and controls.
- Basic knowledge of Microsoft Office 365
- Ability and willingness to learn and innovate

Working conditions

This is a full-time position. Most communication will be done remotely. After training and a probationary period, business development professionals may telecommute, but must be available during work hours and for scheduled meetings and training.

Direct reports

None.

EEO Statement

Kynekyd is an Equal Opportunity/Affirmative Action employer.

If you are an individual with a disability or need assistance or an accommodation during the application process, email our Talent Acquisition team at careers@kynekyd.com.

Company Overview

Kynekyd is a Microsoft Cloud Solutions Provider and an Independent Software Vendor. We deliver cloud-based solutions that empower people with technology.