



Business Development Specialist (BDS)

We would first like to thank you for taking the time to consider a position with BVA. Our goal is to hire the best and brightest minds in the industry. We would like to take a moment of your time and answer some of the questions we get asked about BVA. Thank you for considering becoming a part of the BVA team.

Who is BVA? – BVA, established in 1993, is a consulting firm based in Phoenix Arizona. Our goal is to provide value-based technology solutions and establish long-term relationships with our clients.

What is the Salary/How much can I make? –The salary is a draw versus commission monthly payment structure that averages roughly \$2500 to \$3500. The earning potential is in the area of \$75k to \$90k.

What is BVA's corporate culture? – The culture at BVA is focused on developing an environment that compliments both your professional and personal lives. By being a tightly knit firm allows everyone the ability and obligation to drive the success of the organization. BVA provides a setting where you can experience a variety of different environments across businesses, industries and technical disciplines. At BVA we have developed a short list of attitudes that describe what it takes to be BVA. Take a quick moment and see if you see yourself at BVA.

What is my role? – The Business Development Specialist position is an extremely vital part of the BVA organization. This position is responsible for achieving growth goals in the small and medium business markets for information technology in an Arizona based territory. This position aligns you with the great opportunity of making a high income if you put forth the level of effort expected by simply hitting your quota both in the project end of our business as well as the managed services delivery.

What kind of work will I do? – Responsibilities include, but are not limited to, the following:

- Working independently to meet and exceed monthly, quarterly and annual revenue targets
- Identifying business needs, managing accounts, prospecting, developing a thorough needs analysis and closing targeted opportunities
- Maintaining opportunities inside of the existing CRM systems. These duties include pipeline management, next step planning and a thorough knowledge of the CRM system.
- Ability to negotiate opportunities within a prospected environment
- Ability to understand the client's requirements, meet deadlines and commitments with thorough follow up with clients
- Interacts with all BVA staff in a courteous, business-like manner
- The ability of finding the right kind of customer by way of strategically cold calling and qualifying the right kind of ongoing client



What kind of knowledge, skills and abilities are required?

- Excellent oral and written communication skills
- Sales subject matter involves Microsoft technology space to include: analysis and construction of networks; network management; and how the technology relates to the business needs of our clients
- Excellent presentation and negotiation skills; interpersonal, and solution selling skills
- Superior organizational skills and precise attention to detail
- Professionalism and cooperation in dealing with internal staff, partners, and clients
- Critical thinking skills for planning and execution

What about education and experience?

- High School Graduate or GED required, college degree preferred
- Minimum one (1) year of sales experience
- Ability to learn technical concepts
- Strong communication skills
- Ability to cold call and develop clients from the ground up

Are there any certification requirements? – None for this position.