

# Four Winds IT

## MARKETING | SARASOTA, FL | LEAD GENERATION | FULL-TIME

Four Winds IT, is looking to hire a Business Development Representative. This position will be located in Sarasota, FL. We offer a competitive salary and solid benefits package.

### **Who you are:**

You are an eager, motivated professional with previous roles in sales or business development. Your experience has made you comfortable with generating new business leads and identifying potential opportunities through daily calling activities. You possess solid interpersonal abilities and understand the importance of maintaining relationships with key contacts and decision-makers. Your ability to follow through allows you to independently execute both tactical and strategic initiatives. You are an excellent communicator with strong verbal skills to cold call and speak with high-level executives as well as strong written skills to produce documentation and newsletters. You would thrive in a role that requires you to work quickly and efficiently under minimal supervision.

### **Education and Experience:**

BA/BS degree. Previous sales experience working from a target list (Inside Sales experience is a plus). Aptitude to learn and understand the IT service | consulting business. Time management skills to efficiently develop relationships across a variety of channels. Ability to prospect, qualify, and build a working pipeline of accounts. Excellent communication and customer service skills, great phone presence. Solid organizational, time management, and problem-solving skills, strong attention to detail, ability to prioritize workload and meet deadlines with frequent interruptions. Comfortable working in a fast-paced, sales environment. A team player who works well individually and with others.

## Essential Job Functions:

- Owning, maintaining, and modernizing a proprietary database, updating its details via Discover.org and other sources
- Generating leads and identifying potential opportunities for Four Winds IT through daily calling activities into the database and other lead sources, focusing on cold-calling and positioning the Four Winds IT portfolio
- Overseeing guest invitations to exclusive Four Winds IT events, collaborating with Sales, Marketing, and Line of Business leaders
- Owning and developing a monthly newsletter, distributing through layers of internal management, and keeping key contacts up to date on the latest happenings
- Development Executives (BDEs) with bringing in new business as Four Winds IT continues to grow in the IT Services marketplace
- Providing excellent communication on a regular basis with BDEs and executives
- Representing Four Winds IT in a highly professional and courteous manner
- Using daily calls, personal contacts, and social media outreach to promote Four Winds IT services and produce qualified leads
- Developing an in-depth understanding of Four Winds service and solution offerings to ensure your ability to answer technical and non-technical questions that prospects may have
- Coordinating and scheduling meetings for prospects and BDEs
- Following up on prospective leads
- Gathering market insight through calling efforts by determining patterns and market trends
- Adding and updating contact and company information in the database
- Documenting all activity for each contact and touchpoint
- Performing other duties as assigned

# Four Winds Hiring Policy

## Who is Four Winds IT?

Four Winds IT helps today's enterprises and rapidly growing businesses harness the power of technology with digital transformation and optimization solutions. From Executive Leadership to our delivery teams, Four Winds IT listens, understands, and delivers best-in-class work. Our deep technical expertise and solutions-driven approach help address our client's biggest business challenges and opportunities. As a Global Leader of Cloud and DevOps, Four Winds IT continues to solve What's Next.

## Talent at our Core®

Four Winds IT Consultants are adaptable problem-solvers, growth-minded doers, and lifelong learners.

Thanks to this mindset, we have helped thousands of clients achieve their goals and solve their challenges. From Cloud Architects to Security Analysts to DevOps Engineers, Four Winds IT is always seeking the best and brightest technical talent. Joining Four Winds IT gives you the opportunity to work with national enterprises and innovative companies. Our model provides the support and benefits of full-time employment while giving you exposure to a variety of environments and technologies to sharpen your skills and deepen your technical expertise. These advantages combined with competitive benefits, continuous training and education, and a clear career progression path make Four Winds IT a great place to work.

## Covid19 Policy

For US Candidates, this job requires you to be fully COVID-19 vaccinated prior to your start date, where legally permissible, which means that two weeks have passed since your second dose of either the BioNTech Pfizer, Moderna, AstraZeneca, or two weeks have passed since you received the Johnson & Johnson vaccine. Proof of vaccination status may be required. If you are unable to be vaccinated due to medical, pregnancy, or religious reasons, we offer accommodations in accordance with applicable law.

## Equal Opportunity:

Four Winds IT is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color national origin, sex, age, status as a protected veteran, or status as a qualified individual with a disability.

Veterans are encouraged to apply!