



Job Description Inside Business Development

Nine One One, Inc. is looking for experienced professional sales people with entrepreneurship spirit ready to succeed.

Inside Business Development (Denver, CO) - We are looking for individuals who are fearless of the phone, possess the sales tenacity, drive, and eagerness to take action and make \$\$ for you and the company. You will educate new prospects on how our products and services match to their business requirements and needs. Your goal will be to increase our customer base by converting prospects into clients. This position could be the first step towards career advancement to Account Manager Position for top performers with proven success in the Inside Business Development position.

Roles and Responsibilities:

The IBD will be responsible for an assigned territory. Within this territory, the goal will be to add new clients to the Nine One One, Inc. customer base. The minimum expectations for success will be to make 30 new prospect contacts per day. During these conversations, the IBD will be responsible for gathering prospects needs, profiling prospects current environment, establishing a business relationship and setting up next steps. The goal is to get qualified leads.

As an IBD for Nine One One, Inc., you will also have the opportunity to become an expert in Nine One One, Inc.'s solution for the Public Safety Industry. This will include formal product training as well as one on one coaching. Once the IBD has proven their level of expertise, the IBD will be providing online demonstrations of our solutions. The goal will be 5 online demonstrations to qualified prospects per week.

The IBD will also have the support of the Sales SWAT team to assist in closing business where necessary. This will entail working as part of a team along with excellent communication skills.

The IBD will need to be proficient with the use of SalesForce and Microsoft Office. All activity will be documented and tracked in SalesForce. Microsoft Office will be used daily in this role. Weekly meetings will be conducted for coaching and skills enhancement.

The IBD is an integrant part of the Nine One One, Inc. sales team. The IBD will reports to the Customer Relationship Coordinator who in turn reports to the Vice President of Sales and Marketing.



Job Description Inside Business Development

The ideal candidate will have:

- 1+ years cold-calling experience
- Customer Service Experience (2 Years experience)
- Mid-level Computer experience (SalesForce and MS Office)
- Proficient use of the Internet
- Manages time effectively and prioritizes tasks to meet deadlines
- The ability to work in a team environment
- Must be able to communicate verbally and in writing in a clear, concise fashion
- A positive can-do attitude
- A competitive nature
- Must be able to work in a constant change environment.
- Focuses selling message on customer needs
- Combines phone etiquette and sales skills to get results
- Demonstrates professionalism at all times
- Ability to Problem Solve
- Must be able to multitask
- Must accept Constructive Criticism
- A BA/BS degree (Preferred but not required)
- Experience in Public Safety a plus

****Background and Drug screen are required for these positions. ****

****Only qualified candidates will be contacted

Email resumes to jbill@911-inc.com or visit our website at www.nineoneone.com and apply online.