



Position: High Velocity Business Development Specialist

DJM Sales & Marketing, Inc. – an award winning, industry leading sales and marketing partner for the tech industry (Big Data, Internet Security, Healthcare, Enterprise Software Solutions, and Mobile & Telecommunications) is looking for bright, ambitious, and friendly individuals who love to communicate with others – to join our team of elite business development professionals.

Our commitment to you

We will provide you with the training & tools necessary to transform you into a world-class sales and marketing professional. Our approach to training sales professionals is like no other; our past High Velocity Business Development Specialists have moved onto a number of global companies including Apple, Adobe, Symantec, HP, and PayPal. That's just the start. We also offer:

- ✓ Competitive pay & commission opportunities with NO CEILING!
- ✓ Opportunities to quickly move up the organization – vertically and horizontally – into Senior Sales Manager, Senior Marketing Manager Roles!
- ✓ Your talent and abilities will not go unrecognized!
- ✓ No travel required!

Typical Career Progression

- ✓ **Level 1** –Biz Dev Specialist
 - Average duration: ~12 to 24 months
 - Earning*: Base ~\$31,500; plus Commission potential up to ~\$20,000
- ✓ **Level 2** – Senior BizDev Specialist
 - Average duration: ~12 to 24 months
 - Earning*: Base ~\$45,000; Commission potential up to ~\$30,000
- ✓ **Level 3** – Sales Manager
 - Average duration: ~12 to 24 months
 - Earning*: Base ~\$56,000; Commission potential ~up to \$40,000

**Base earnings are average estimates and depend on consideration of the candidate's overall qualification*

Your Role

To connect with people in a friendly manner, quickly identify needs to generate sales leads, and manage the sales and marketing process. Specific duties include:

- ✓ Connecting with business contacts via phone and e-mail



- ✓ Identifying, qualifying/profiling a business opportunity through the sales pursuit
- ✓ Building the initial sales ecosystem, nurturing and readying leads – i.e., preparing prospects for conference calls, face-to face appointments – and efficiently moving prospects through the sales process
- ✓ Managing the sales process – i.e., process leads, profiles and appointments
- ✓ Managing Customer Relationship Management (CRM) software

Candidates MUST possess the following qualities:

- ✓ Conduct sales development best practices with phone, email and marketing to new prospects.
- ✓ Ability to speak with CEO's, VP's Directors and ask smart questions.
- ✓ Highly organized with strong time management skills
- ✓ Hustle and persistence – confidence
- ✓ Great conversationalist – you must enjoy connecting with people

Previous sales experience

- ✓ Experience selling technology and/or software is a PLUS but not required!

Available Positions

- ✓ Part-time (onsite and/or remote)
- ✓ Full-time (onsite and/or remote)

One more thing

- ✓ This position is ideal for anyone seeking to develop and/or further refine their persuasive communication skills to help organizations. The skills that you gain at DJM will have a positive impact on your career and in your life. That is our promise to you!
- ✓ For priority handling call us at 877-556-2441 ask for Tim Robbins!