



Sun Technologies, Inc. is seeking a proactive and outgoing individual to join the Business Development team in our Alpharetta headquarters. Sun Technologies is a national employment agency that provides staffing and IT services to some of the biggest employers in the country, including several Fortune 500 companies.

Job Title

Entry-Level Business Development Manager

Summary

The Business Development Manager (BDM) is a 'consultative' sales-professional who will be taught to ask the right questions and determine key client contract staff requirements to build credibility and follow-up by proposing the right resources with the help of your recruiting team. The major focus of sales will be IT Staffing.

The BDM is responsible for creating a pipeline of leads, traveling to industry events and conferences, and ultimately opening new accounts for contract staffing (staff augmentation) services. The BDM will start by learning about the key services that Sun Technologies provides, until he/she is comfortable presenting to potential clients.

Being a self-starter and a team-player are crucial in this role, as is critical thinking and problem-solving.

Duties and responsibilities

- Attending local and national industry events as required (70-80% of the time)
- Build relationship with potential clients through in-person, virtual meetings, phone calls, LinkedIn and email etc.
- Should be organized and able to effectively multi-task
- Responsible for Selling staff augmentation services to large companies, both in-person as well as over the phone
- Coordinate responses to Requests for Proposals (RFP) for IT staff augmentation from Fortune 500 companies
- Being creative, energetic, and able to think outside the box
- Closing sales opportunities for staff augmentation with new companies

Qualifications

- Degree in Business Management, or other related fields
- Identifying decision makers, customer needs, and timeline for services
- Persistence, patience, listening follow-up and selling skills
- Excellent people and networking skills
- Objection handling and closing of sales
- Public Speaking/Presenting Skills
- Interest in technology is always a plus!

Benefits

- Health Insurance Plan with HSA Option
- Dental and Vision Insurance Plan
- Paid Time Off
- 401k Plan

For more information about this position or Sun Technologies, Inc., please contact:
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