

Business Development Manager

Experienced (2 plus years) IT staffing sales business development manager sought to lead organization into new client opportunities. Candidate should be an individual contributor to grow his/her own book of business but be able to build out and manage a team of producers in the future. The right person for this job should be high performing and strong contributor with the existing team to grow the business beyond its current capacity.

Location : Research Triangle Park, North Carolina (Raleigh-Durham area) or any where ion the East Coast or Central Time (Chicago, IL preferred).

Reports to: CEO (direct).

Compensation: Base salary plus commission – OTE \$100 - \$200k.

Responsibilities

- Use proven business development skills and technical background to develop and grow own client base by marketing services for contract (staff augmentation) and/or full-time staffing solutions across local, regional and national markets.
- Present to senior-level executives for the purpose of promoting the company's services to prospective clients and building on existing client relationships.
- Solidify company outreach through consistent participation in networking organizations and events on a frequent and consistent basis.
- Travel approximately 1/3 time.
- Prepare weekly sales and pipeline report.
- Work closely with our consultants/management and ensure we provide outstanding customer service to clients.

Education/Experience:

- Client focused and committed to continuous self-improvement.
- Minimum 2 years of IT Staffing or related staffing or technology industry experience.
- Good knowledge of IT Technical skills and a high level understanding of IT concepts.
- **Ability to work independently but still be a team player; positive attitude, driven, coachable and an entrepreneurial spirit are desired traits.**
- Outstanding oral and written communication skills to effectively engage busy IT hiring managers.
- Computer proficiency: MS Office and CRM (Zoho preferred).
- Bachelor's degree, BS or BBA preferred.

KCS provides tools and technology to assist the Business Development Manager in developing his/her business. As a member of our team, he/she will receive a competitive base salary; commission and bonus; medical, dental and vision benefits; and paid time off. In addition, we offer strong career advancement and growth opportunities. KCS is an Equal Opportunity Employer.

About Us:

KCS is an entrepreneurial provider of a diverse portfolio of IT services. We are a 13 plus years national IT Staffing and custom software solutions provider headquartered in Research Triangle Park, North Carolina (Raleigh-Durham area) with an ambition to expand our medium and larger client base. Our current portfolio includes IT and Professional Staffing (Temporary and Permanent placements). Visit our website at www.keshavconsulting.com to learn more.