

Business Development Sales Associate

Omni Strategic Technologies (Omni), an integrated business technology solutions provider, is seeking a full-time Business Development Sales Associate to join its Wheeling, WV team and grow the company's client base using a proactive, consultative approach to selling. The ideal candidate is an outgoing, driven professional with proven sales experience and is knowledgeable of IT products and services.

Responsibilities include:

- Identify and contact prospective clients;
- Prepare and deliver sales proposals that offer custom solutions and detail project requirements;
- Create a prospecting plan, set clear goals, and demonstrate follow through;
- Build relationships and trust with clients and prospects by coordinating Omni's design and delivery of technology strategies;
- Nurture and leverage relationships to grow Omni's client base via referrals;
- Meet established sales quotas and revenue goals;
- Articulate Omni's story, evolution, core strengths, and offerings in relation to their impact on the client;
- Participate in marketing events; and
- Follow established firm-wide standard practices, policies and procedures.

Qualifications:

- 2 or more years of professional experience in successfully meeting or exceeding sales targets;
- Knowledge of IT services strongly preferred;
- Exceptional interpersonal and communication skills, with the ability to deal with clients and colleagues of all backgrounds in a fast-paced, high-performance work environment;
- Excellent organizational skills and the ability to manage priorities; and
- Proficiency in Microsoft Office applications, database management, and internet-based software programs.

Compensation includes base salary plus commissions. Omni offers an excellent benefits package, including health, dental, vision, life insurance, and 401(k). Moreover, the company fosters a corporate culture where people care about their colleagues, appreciate the contributions of others, and recognize the value and impact of a strong team.

For initial consideration, please email a cover letter and resumé to Careers@OmniPerforms.com.

Omni is an Equal Opportunity Employer.