

Business Development Executive

DocPoint Solutions is a rapidly growing and exciting Microsoft-Gold Certified company specializing in providing a full range of document & content management solutions using the Microsoft SharePoint platform. DocPoint Solutions is seeking an experienced Business Development Executive with expertise in the full sales life cycle of Enterprise Content Management Solutions and consulting to both the federal and private C-level executives. Based out of our Fulton, Maryland headquarters, the Business Development Executive is responsible for direct sales for the entire suite of DocPointSolutions products and services.

Duties include:

- Develop and maintain long-term relationships with customers as well as with distributors, software and hardware manufacturers, and resellers/collaboration partners, etc.
- Identify new opportunities and qualify opportunities through the use of phone calls, marketing literature, expos, conferences, and face to face meetings
- Participate in internal and external training opportunities including hands-on operations, software and hardware operations and installations
- Continuously learning and maintain up-to-date knowledge of all manufacturer product lines, including the use and integration into client systems
- Prepare and give presentations to prospects and clients on DocPoint Solutions products and services
- Work with internal teams to develop and coordinate appropriate responses to Requests for Proposals and sales presentations for new business
- Coordinate internal resources to assure appropriate staffing and response of new business opportunities

Requirements:

- Bachelor's degree and a minimum of 5 years background in consulting and long term solution based selling
- Proven track record of meeting and exceeding stated quotas
- Must have knowledge of the Washington, DC and/or mid-Atlantic market and business environment
- Excellent communication, organizational and interpersonal skills including ability to manage customer expectations
- Demonstrated knowledge of Microsoft SharePoint
- Client driven team player
- Possess commitment and a high energy toward targeted business development activities that produce results