

**Job Title:** Business Development Manager.

**Location:** Denver Metro Area

**Responsibilities:** As a Privacy Networks sales professional, the Business Development Manager will consistently demonstrate his/her ability to deal with clients at a business-to-business level, identifying and providing solutions that fulfill the client's business needs. The Business Development Manager will be responsible for achieving sales targets within an assigned geography and/or named accounts working with channel partners.

The Business Development Manager will be required to:

- Develop strong interpersonal relationships with customers and technology partners
- Bring leading edge technology to industry in a rapidly evolving market
- Meet or exceed monthly and annual revenue and profitability targets
- Manage the sales activities of the assigned territory and provide detailed, accurate monthly forecasts.
- Adhere to the utmost business ethics ensuring Privacy Networks maintains its respected image.

**Requirements:** The successful candidate must:

- Be a mature, professional salesperson, capable of dealing at executive levels in major corporate accounts for large financial commitments
- Have senior level professional sales experience with proven ability to qualify, develop, and manage sales opportunities in the SMB sector
- Be comfortable selling at both executive and engineering/IT management levels
- Have knowledge of the IT sector
- Practice a "solution" based approach to solving customer requirements
- Demonstrate excellent written and verbal/visual communication skills
- Be a problem solver with a "get it done" attitude and strong self-motivational attributes
- Have high standards for themselves, their product, and their services
- Thrive in a team atmosphere
- Appreciate aggressive goals
- Possess superior organizational/time management skills and a "make-it-happen" attitude

**Experience:** Six (6) or more years of sales experience, with a successful record of sales performance in application/technology software sales

**Education:** B.S. degree in related field, business or equivalent

**Compensation:** Commensurate with experience.