

Business Development Manager

Job Description: Newport Computer Services, Inc. is seeking a full time Business Development Manager. This person will sell computer asset recovery and recycling services to Fortune 1000 companies and data centers. Regular duties include cold calling lead development, generating new customers, servicing existing customers, assisting customers with order fulfillment, and execution of order processing.

Categories: Sales, Business Development

Job Type: Regular

Full/Part Time: Full Time

Location: Rochester, New Hampshire or Morrisville, North Carolina

Wage Type: \$50,000 p.a. + Commission after Probation

General Requirements:

7-10 years of IT services sales to Fortune 1000 companies is required. The successful candidate will be self-motivated, desire to achieve high customer satisfaction, strong communication skills, and the ability to learn the sales processing system. They will also be a team-oriented player who thrives on challenges. Previous experience in computer hardware sales is useful, but is not required.

Newport has a very rigorous hiring process. Applicants whose resume meets initial qualifications will be invited in to take two screening tests at our office. These tests take about 45 minutes. Candidates who pass the initial screening will be invited back for an interview. The successful applicant must undergo a complete criminal background check, 7 year employment history check, multiple personnel screening tests and drug testing.

Benefits: Health, dental, life and disability after six month employee probationary period.

Accept Resume: By E-Mail to HR@newportcomputers.com
(Please include "Business Development Manager" in subject field.)