



Next Phase Solutions

## Business Development Manager

Are you looking to join a supportive and driven team that provides technology solutions that help our customers succeed in better managing manually intensive processes and information within their organizations? Do you enjoy meeting with end users, program managers, contracting officers, and CIOs to identify solutions that solve fundamental business problems? Are you interested in the data that supports sales to continuously iterate and improve? Do you consider the intersection between sales and marketing while building new initiatives? If you're confident, eager to learn new things, and want to work in a corporate culture where your efforts will be recognized, then Next Phase Solutions wants to help you on your journey in building a successful career.

At Next Phase Solutions, our customers matter greatly to us and they will matter deeply to the right candidate. Our Business Development Manager supports existing customers with visits and remote interactions to ensure satisfaction and identify new opportunities. You will work with the VP of Sales to determine opportunities for greater engagement, draft roadmaps, and forge lasting relationships. You will receive leads from the business development team to foster and grow prospects. You will build quotes, dive into data, and write proposals. You will consider analytics weekly with the sales team to identify possibilities for improvement. Training will be provided to assist in understanding the product and the value proposition of software, hardware, and services sold by NPS.

In this role, you will take initiative and contribute to the team with autonomy and freedom to make decisions. NPS will provide a support system to help you grow your negotiating, analysis, relationship, and critical thinking skills and to find success in software sales. Next Phase Solutions is a growing company and opportunities for career advancement.

Next Phase Solutions prioritizes hiring ambitious people who find gratification from being part of a team. We believe people should enjoy work, not dread it, and we empower individuals to act as autonomously at work as they do in their personal lives.



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### **Responsibilities**

- Build relationships with existing customers via visits, phone calls, and emails
- Plan, implement, and oversee new marketing initiatives
- Establish roadmaps for future solutions
- Create and deliver quotes for software and services
- Research and write content for proposals
- Log interactions in CRM
- Evaluate internal data to improve sales operations
- Develop goals for yourself and the sales team
- Train team members and amplify their skillset

### **Qualifications**

- Bachelor's degree in sales, marketing, or related field
- 6 years+ experience in sales, marketing, or related field
- Strong communication skills and understanding of IT
- Ability to thrive with minimal guidance
- A proactive approach to challenges and uncertainty
- Ability to build long-term relationships with customers and team members
- Interested in joining a growing company
- Proficient in Microsoft products

**If you are interested in more information, please apply now. Submit resume to [careers@npsols.com](mailto:careers@npsols.com)**