



Job Title: Business Development Manager

Location: Jackson, MS (On-site)

Company Overview:

Fuse.Cloud is a business technology provider offering cloud-based services like voice, internet & managed IT solutions. Our company is built on making life easier for business owners and IT professionals, and we pride ourselves on our commitment to excellence, fostering a collaborative environment, and empowering our employees to reach their full potential. As we continue to grow, we are seeking a highly motivated Business Development Manager to join our team and contribute to our ongoing success.

Position Overview:

The success of Fuse.Cloud is heavily reliant on the members of our sales organization. The Business Development Manager is an employee paid with salary plus commission and is a critical team member at Fuse.Cloud. In this role, the employee is responsible for helping meet company goals of profitable revenue in B2B sales while building and managing strong relationships with executive decision makers for current and potential customers.

Responsibilities:

- Achieves sales objectives by creating a sales plan and building a healthy pipeline of opportunities to meet quota
- Maintains and expands customer base by building and maintaining rapport with key prospects, identifying new customer opportunities.
- Utilizes existing relationships to network with potential customers and pursue new opportunities
- Meets or exceeds sales quota after 90-day ramp up
- Displays excellence in presenting business and technical solutions
- Pursues business customers to build a profitable and productive working relationship
- Sets a minimum of two appointments daily
- Works daily in Hubspot CRM recording activity including calls, meetings, proposals and deals
- Attends weekly sales meetings

- Maintains a pipeline of opportunities with a minimum revenue/gross profit target (as defined by sales manager)
- Present, promote and sell products/services to prospective customers
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Qualifications:

- 0 - 2+ years of sales/business development experience
- Strong communication skills, both verbal and written, with the ability to articulate complex concepts clearly and persuasively
- Excellent interpersonal skills and the ability to build rapport and establish relationships with prospects and customers
- Self-motivated and results-driven, with a strong sense of urgency and determination to achieve goals
- Proficiency in CRM software (HubSpot) and other sales productivity tools, or the demonstrated ability to learn necessary software and tools
- Ability to thrive in a fast-paced, dynamic environment and adapt quickly to changing priorities and requirements

Additional Preferred Criteria:

- Bachelor's degree in business administration, marketing, or related field
- Prior B2B sales experience
- Prior experience working with Managed Service Providers (MSPs)

Why Join Fuse.Cloud:

- Competitive salary with performance-based incentives
- Employer-paid benefits package including health, dental, and vision insurance
- Collaborative and supportive work environment with a focus on employee growth and well-being
- Access to cutting-edge tools and resources to enhance job performance and productivity

If you are passionate about sales, driven by results, and eager to make an impact in a fast-growing company, we would love to hear from you! Apply now to join our team as a Business Development Manager and take the next step in your career journey with Fuse.Cloud.

Disclaimer Statement:

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties, or responsibilities that are required of the employee for their job. Duties, responsibilities, and activities may change at any time with or without notice.

EEO Statement:

Fuse.Cloud is an Equal Opportunity Employer and Prohibits Discrimination and Harassment of Any Kind: Fuse.Cloud is committed to the principle of equal employment opportunity for all employees and to providing employees with a work environment free of discrimination and harassment. All employment decisions at Fuse.Cloud are based on business needs, job requirements, and individual qualifications, without regard to race, color, religion or belief, national, social, or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate. Fuse.Cloud will not tolerate discrimination or harassment based on any of these characteristics. Fuse.Cloud encourages applicants of all ages.