

Position Title: Business Development Manager

Department: Business Development

Our Mission:

PointBridge is a consulting company that focuses on connecting people to people and people to information with Microsoft technologies. Our areas of expertise include: SharePoint, Exchange, Office Communications Server, Business Intelligence, Custom Development, Support and Software as a Service.

Position Summary:

The Business Development Manager is responsible for finding new opportunities and developing lasting relationships with enterprise clients. Our Business Development Managers champion PointBridge technical solutions against brand-recognized consulting industry competitors with a particular emphasis on the business value that our solutions provide. You will work in an energetic, team-oriented environment while collaborating with smart, motivated people.

Responsibilities:

- Deliver against agreed upon sales targets that meet both sales and financial goals and objectives
- Create new business leads through prospecting and networking
- Respond to inbound inquiries within an acceptable time frame
- Qualify and advance opportunities
- Collaborate with peers for solutions development and effective client presentations
- Prepare proposals and statements of work, and ensure accurate completion of all customer and internal agreements and processes
- Negotiate and close deals within an acceptable time frame
- Support the internal service delivery systems by working cooperatively and effectively with members of professional services team
- Participate in kick-off and status meetings
- Manage customer satisfaction throughout PointBridge's engagement
- Interact with partners (e.g. Microsoft, Quest) to jointly market and sell to mutual customers, share leads, and position partner solutions
- Apply and share knowledge; contribute ideas and opinions
- Remain current on the competition and market conditions

Knowledge, Skills, Certifications:

- Proven track record of selling in excess of \$1 million quotas
- Senior business development experience
- Experience or understanding of Microsoft Partner structure
- Strong ability to interact and negotiate with senior-level executives
- Strong proposal writing experience
- Superb interpersonal skills
- Excellent ability to qualify leads

Additional requirements for all PointBridge employees:

- Strong communication skills and ability to present to small/medium groups
- Strong customer relationship skills
- Ability to work well in a team environment
- Demonstrated ability to successfully multi-task
- High energy and a self-starter
- Proficient in Microsoft Office applications
- Demonstrated ability to embrace and support our Core Values

Culture and Values

Candidates of PointBridge must exude the qualities that are core to the values of PointBridge:

- **Customer Experience**—*Delivering beyond expectations through not only the quality of our work but the quality of service we deliver to every customer*
- **Entrepreneurial Passion**—*Ambition to aggressively drive growth embracing change and continuous improvement*
- **Technical Brilliance; Total Reliability**—*Discipline in mastering our craft through pride, leadership, and accountability in our work*
- **Winning Together**—*Teaming with, and respect for, co-workers, customers, partners and the community to build lasting relationships that drive results*
- **Integrity**—*Delivering what we promise and always choosing to do the right thing*

About PointBridge:

PointBridge is an IT consulting firm that specializes in building high-impact business solutions with Microsoft technology. With our elite partner status with Microsoft, we have the depth and expertise to create swift, seamless and successful enterprise-wide solutions.

What makes PointBridge different is that we extend technology beyond what even Microsoft envisioned. Which means our clients get the absolute most out of their technology; providing measurable business advantages for their company and greater productivity from their employees.

Headquartered in Chicago, PointBridge is one of the fastest growing Microsoft partners in the central U.S. The firm is one of only a few National Systems Integrators (NSI), and a Microsoft Gold Certified partner. Recently named the 2010 Heartland and Central Area Partner of the year for Business Productivity Online Suite (BPOS), and Best Customer Experience in 2010, the firm was also awarded in 2009 for the Microsoft Partner of the Year for Online Services globally and was a finalist for the 2008 Microsoft Citizenship Partner of the Year.

To learn more about PointBridge, please visit us at www.pointbridge.com.

The preceding job profile has been designed to indicate the general nature and level of work performed by associates within this role. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of associates assigned to this contract. Additional duties may be assigned and may be subject to change at any time due to reasonable accommodation or other reasons.