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## Job Description – Business Development Storage Representative

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### **BASIC FUNCTION:**

The basic function of the Business Development Storage Representative is to proactively and systematically pursue new business opportunities for storage services business in geographic areas and markets designated by the company.

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### **PRINCIPAL DUTIES:**

*The following are principal duties of the Business Development Storage Representative:*

#### Leadership and Management

- Represent TERiX in a positive and professional manner
- Work with all personnel and outside contacts to satisfy clients and achieve company goals
- Identify areas of improvement in the company and assist in creating and implementing solutions
- Keep up to date on market trends and new products
- Identify and investigate growth opportunities for the company
- Stay abreast of industry matters through third party resources and networks

#### Sales & Marketing

- Sell TERiX storage platform services and reach revenue quotas for new customers or storage add-on to existing customers, (See attached quota compensation plan)
  - Sell TERiX services to assigned existing accounts for renewal and add-on business, (See attached quota compensation plan)
  - Promote TERiX Storage Service to assigned direct, channel and strategic accounts.
  - Achieve quota for number of face to face visits with prospective customers and quotes
  - Develop, present and implement quarterly Business Development Plans for acquiring new storage service customers and add-on to their renewals, including activity breakdowns, performance milestones and expense budget.
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### **RESPONSIBILITIES:**

*The Business Development Storage Representative is responsible for ensuring that:*

- All of the duties of the Business Development Storage Representative are completed as per the job descriptions
- Sales quotas are met for net new storage services in assigned areas
- Prepare and submit sales activity and sales results forecasts including variance reporting
- Respond to activity and results variances and implement corrective measure to insure that quarterly quotas are maintained
- Maintain all prospective customer data in the company database and use the information contained therein as the sole resource for prospective customer interactions
- Business Development Plans are review and approved prior to implementation
- Business Development Plan budgets are not exceeded

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- All business development opportunities falling outside the scope of work for this position are communicated to the Director of Sales in a timely manner

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**AUTHORITIES:**

*The following are principal authorities granted to the Business Development Storage Representative:*

- Exercise the responsibilities and perform the duties of this position. This includes full decision-making authority for all responsibilities and duties in this role to add storage customer revenue.

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**REPORTING RELATIONSHIP:**

The Business Development Storage Representative reports to the Director of Sales

The following positions report directly to the Business Development Representative: None

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**QUALIFICATIONS:**

- 4 years of demonstrated sales experience selling complex storage and tape systems and/or service oriented offerings with products like EMC, STK, Network Appliance, Quantum, ADIC.
- Experience in relationship development and strategic selling
- Motivated and self directed sales professional
- Exceptional communication, presentation, negotiation skills required
- Advanced MS Office skills preferred
- Must demonstrate competence in performing cold calling, networking, target marketing to specific storage prospects, and have associated product value selling skills.

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**MEASURES OF PERFORMANCE:**

*The following will be used to evaluate the performance of the Business Development Storage Representative:*

- Regularly meets performance targets for Sales Plan activities
- Regularly meets or exceeds sales quotas for storage services
- On time performance and quality of Business Development Plans
- Provides accurate forecasts and updates to the Director of Sales
- Diligence and quality of prospect development and a drive to succeed and perform.