

Career Opportunity

Business Development Manager



Position: FTE - Business Development Manager
Location: New York City
Available: Fall 2018
Salary: Base \$75-100k + Sales Commission + Monthly Profit Sharing
(Estimated annual income based on meeting performance goals: >\$150k)

Introduction: Sentinel Consulting, LLC is a rapidly growing leader of security consulting and design services, serving our clients globally from our New York City headquarters. We are continuing to grow our diverse group of professional staff, with likeminded team players. We are seeking a business development professional to meet the needs of our clients and prospects, matching them with our superior service offerings, and contributing to the success and growth of our company. The right professional would join our team as the Business Development Manager in our New York City office.

Summary: Sentinel is looking for a dynamic self-starter with a proven track record in business development who can leverage their relationships; and use a consultative sales approach to introduce our range of services. The ideal candidate should be intelligent, professional, determined, self-driven; not afraid to set aggressive goals to win new business while monitoring and continuously satisfying the needs of our current clients. A working knowledge of the security industry is a must.

Key Responsibilities:

- Identify and oversee the development of marketing materials (including print, web, and video) necessary to successfully communicate our core services in the business development process.
- Identify and successfully use tools and resources to source qualified leads, track and report ROI information on the tools and resources used to support their continued use.
- Identify, organize, attend and/or exhibit at industry events where Sentinel can introduce its services to potential clients.
- Identify and manage both speaking and publishing opportunities where Sentinel can be an authoritative resource while providing a pathway to introduce our services to potential clients.
- Organize and manage Sentinel team members' postings on our corporate web assets (blog, and social media) and track the associated metrics of the posts.
- Actively initiate new client relationships and enthusiastically strategize across existing partnerships.
- Follow new business leads, identify and prioritize organic growth opportunities.
- Deepen your product and market knowledge and build a strong pipeline of new business.

Desired Skills and Experience:

- Strong attention to detail with the ability to execute programs end-to-end independently
- A minimum of 3+ years sales experience or equivalent is essential
- Proven track record of generating at least \$3MM+ in annual sales
- Advanced proficiency with solution-selling and consulting skills
- Meticulous with details and possess stellar closing and follow-up skills
- Strong analytical skills with sales data and a high level of business acumen
- Excellent written, communication, management and organizational skills
- Ability to deliver polished written and verbal presentations
- Strong proficiency in Microsoft Word, Excel, and PowerPoint
- Able to connect new business opportunities to clients based on market trends linked to customer spending, budgeting and business drivers
- Ability to consult with senior level decision makers with authority, confidence and intelligence
- Experience using CRM software to manage marketing and sales pipeline

Salary and Benefits:

- Base Salary Range: 75k-100k
- Uncapped commission on new sales
- Generous monthly profit-sharing program
- Medical and dental Benefits
- Transit benefits
- Matching 401K program
- Supplemental life and disability insurance
- Continued education allowance
- Generous personal time-off and vacation time-off policy
- Flexible work environment
- Cell phone allowance

Interested Applicants:

Interested applicants should send their resume with cover letter to: paul@sentinelgroup.us to be considered for our 6-step application process. Viable applicants will be contacted for a telephone introduction.