



Opportunity for Partnership Business Development Manager

Logix Guru is a leader in IT Staffing, Software QA/Testing and App Development in Pittsburgh market.

To respond to rapid growth and to take our business to the next level, we are looking for an experienced sales professional experienced in IT industry with proven record.

This position is an opportunity for personal and career growth, including Opportunity of Partnership.

This role is ideal for current IT industry sales professionals looking to realize and be rewarded for the full impact of their experience and capabilities.

The position offers a competitive base salary of plus lucrative commission. The company offers comprehensive health insurance, holidays, vacation and a 401K.

Position Overview

The focus of this job is to achieve business growth by providing meaningful and valuable services to clients including professional IT Staff Augmentation, Software QA/Testing Services and Application Development.

Responsibilities:

- Overall accountability of delivery to the clients
- Develop new client leads and maintain a healthy pipeline with high conversion rates
- Identify technical, business and personnel need of the customer accurately
- Work closely with recruiting team to ensure client needs are understood; provide recruiting team with job updates, guidance and feedback on candidate status
- Screen presented resumes from the recruiting team and conduct candidate phone screens, make submittals to Hiring Managers, coordinate candidate interviews with Hiring Manager, and start placements
- Achieve predefined goals in order to achieve personal success and contribute to the company's growth goals
- Uphold a sense of urgency for the customers' Priority, Objectives and Satisfaction

Required:

- Adept and experienced communicating with and selling to C-Level customers
- Business development and strategic sales planning
- Active experience in IT staffing in the Pittsburgh, PA market
- Proven to generate new client business, closing sales and growing accounts, with loyalty and integrity
- At least 2 years of experience selling IT staff augmentation, software development, and/or software QA/testing services
- Demonstrated strong technical sales aptitude to be able to understand customer's processes and requirements
- Have a solid demonstrated history of success in this industry
- Enjoy Logix Guru Culture and Values naturally
<https://www.logixguru.com/company/vision-mission-and-culture>

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