

Job Opening

Company: GLOBAL TOUCHPOINTS, INC.

Position: BUSINESS DEVELOPMENT ASSOCIATE/MANAGER

Company contact: NAREN KINI, CEO

Job type: SALES AND BUSINESS DEVELOPMENT

Job description:

ABILITY TO DEVELOP RELATIONSHIPS, LEVERAGE EXISTING ONES WITH CORPORATIONS IN THE BISHOP RANCH COMMUNITY AND CONTRA COSTA COUNTY. PRIMARILY RESPONSIBLE FOR DEVELOPING NEW BUSINESS FOR OUR PROFESSIONAL SERVICES AND SOLUTION SALES OF INFORMATION TECHNOLOGY CONSULTING. ABILITY TO LEVERAGE A STRONG DELIVERY AND CLIENT SERVICES OPERATION INTO NEW BUSINESS TO SELL PROJECT, PROFESSIONAL SERVICES, IT SOLUTIONS INTO VARIOUS SECTORS. WORK CLOSELY WITH THE TALENT MANAGEMENT AND DELIVERY TEAM TO ENSURE TIMELY AND PROFITABLE BUSINESS.

Required qualifications:

HIGH ENERGY, STRONG NETWORK, HARD WORKING, ABILITY TO TAKE ADVANTAGE OF A AGGRESSIVE INCENTIVE PACKAGE AND BUILD A STRONG PORTFOLIO OF CLIENTS. KNOWLEDGE OF INFORMATION TECHNOLOGY INDUSTRY AND IT STAFFING, IT SOLUTION SALES IS A BIG PLUS. INDIVIDUALS WITH EXISITING RELATIONSHIP AND CONTACTS IN THE DEFINED MARKET WOULD BE ABLE TO RAMP UP THEIR EARNINGS AND COMMISSIONS RAPIDLY.

Additional information:

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