

**Position:** Business Development Specialist

**Company:** Cloudpoint Geospatial, Inc.



**Job Type:** Fully remote in IN, OH, MI or KY only.

**Job Description:**

Cloudpoint Geospatial is looking for an enthusiastic, high performing, Business Development Specialist to communicate our GIS service offerings and maintain positive business relationships in order to drive new business. The ideal candidate will have prior experience in selling professional GIS services. Other successful candidates would have prior experience selling professional IT services or a related field. This position will work with technical staff to recommend appropriate services and solutions for customers in order to boost top-line revenue growth, customer acquisition levels and profitability. Prospective candidates shall display professionalism in interfacing with clients and be able to keep organized and thorough notes, and work well independently and collaboratively.

**Responsibilities and Duties:**

- Present and promote the company's professional services to prospective customers
- Cultivate new customer leads from a list of prospects and convert leads into opportunities and wins
- Establish, develop and maintain customer relationships through professional networking
- Reach out to customer leads through phone calls and emails
- Achieve agreed upon sales targets and outcomes within schedule
- Present solutions, quotes, and proposals to potential customers with assistance from other technical staff
- Analyze the market's potential, track sales and status reports
- Keep abreast of best practices and promotional trends

**Minimum Qualifications:**

- Two years of demonstrated experience selling technology or IT services
- Excellent selling, negotiation and communication skills
- Proficiency in Google Suite Applications and CRM software.
- Ability to present high-level concepts and solutions tailored to the customer needs
- Ability to travel regionally with 1-2 overnight stays per month expected.

**Desired Qualifications:**

- Experience using Esri's ArcGIS technology platform as it relates to municipal government or public works applications.
- Proficiency in Google Workspace Applications
- Past experience selling hours-based services

**Work Context:**

- Frequent work operating a computer in an office (or home office) setting.
- Often sedentary with occasional fieldwork requiring standing, walking and lifting 20 lbs.
- Frequently communicates with coworkers and clients about products/services and must be able to clearly exchange accurate information in these situations.
- Frequent travel by vehicle.

**Benefits:** Health insurance reimbursement, 401(k) with company match, Remote work environment, Tuition and training reimbursement, Profit sharing

**How To Apply:** [cloudpointgeo.com/apply](https://cloudpointgeo.com/apply)

**About Us:** Cloudpoint Geospatial is a dynamic geospatial solutions provider specializing in Geographic Information Systems for organizations such as local governments, utilities, campus facilities, and public safety. Our mission is to provide location-based tools and services that enable organizations to make informed, data-driven decisions. We improve the lives of the people we serve and create enthusiastic users of geospatial technology, all while maximizing enjoyment in the lives of our team members.

Cloudpoint Geospatial is an equal opportunity employer. All qualified applicants will be considered for employment without regard to race, color, age, sex, national origin, religion, mental and/or physical disability, or sexual orientation. We are committed to providing reasonable accommodations to applicants and employees with disabilities. If you need an accommodation to complete the application process or perform the job duties, please let us know.

**Keywords:** Business Development Specialist, Sales Associate, Sales Representative, Sales Consultant, Business Development Representative, Account Representative, Account Manager, Client Relationship Associate