

Director Business Development - IT Consulting and Services

Applied Decision Technologies, Inc. (www.ADecTec.com) is growth oriented software products development and technology services company located in Atlanta, GA, with offices in Atlanta and India.

ADecTec is seeking a dynamic, entrepreneurial Business Development Executive to grow our professional services division. We are looking for a strong candidate used to selling at a Director Level up to C-Level Executives. This position is located in Duluth, GA.

Qualifications

- An ideal candidate will have at least 4 years of business development experience in IT services and/or staffing area.
- BS Degree in a business, computer science, engineering, or related technical field is required.
- Should be a self-starter and independent worker.
- Have experience in qualifying the clients, identifying needs, requirements, and closing the sale.
- Have a proven track record of exceeding goals, targets and quota consistently.
- Have a proven track record of developing new business within existing and new accounts.
- Strong experience in understanding and qualifying the client needs thoroughly to provide thoroughly qualified team of consultants to fulfill specific needs.
- Excellent writing, interpersonal and communication skills.
- Prior IT technical experience or IT Consulting background is a BIG plus.
- Must be able to drive and travel.

To apply for this job, send your resume to HR@ADecTec.com. To learn more about ADecTec, please visit our website at www.ADecTec.com.