

JOB TITLE: Business Development Consultant (BDC)

LOCATION: San Antonio, Atlanta, Miami & Toronto

PEER 1 Hosting is one of the world's leading IT hosting providers. The company is built on two obsessions: Ping & People. Ping, represents its commitment to best-of-breed technology, founded on a high performance 10GB SuperNetwork™ connected by 17 state-of-the-art data centers, 21 points-of-presence and 10 colocation facilities throughout North America and Europe. People, represents its commitment to delivering outstanding customer service to its more than 10,000 customers worldwide, backed by a 100 percent uptime guarantee and 24x7x365 FirstCall Support™. PEER 1's portfolio includes Managed Hosting, Dedicated Servers under the ServerBeach brand, Colocation and Cloud Services. Founded in 1999, the company is headquartered in Vancouver, Canada, with European operations headquartered in Southampton, UK. PEER 1 Hosting shares are traded on the TSX under the symbol PIX.

We are currently seeking a BDC to join our growing sales team!

GENERAL SUMMARY

The primary objective of the BDC is to develop sales from existing PEER 1 Hosting installed base customers within their assigned territory in order to achieve their monthly quota.

ESSENTIAL FUNCTIONS AND RESPONSIBILITIES

- Expected to meet and exceed monthly sales target.
- Responsible for full sales cycle from lead to close.
- Manage the overall quality of deliverables including peer review of other's output.
- Work closely with New Acquisition Sales Reps to discover opportunities and begin sales activities on existing accounts
- Maintain a clear understanding of how existing customers are using PEER 1 Hosting solutions.
- Responsible for leveraging relationships to cross-sell into accounts with affiliated companies (i.e., parent companies, subsidiaries, etc.).
- Accurately updates customer's records in Salesforce after each communication with customer or prospect. Schedule events, call backs and follow-ups and continue communications as organized and managed with Salesforce
- Call on customers to establish long-term relationships and create repeat business.
- Grow existing customer base by offering additional value-added products.
- Retain knowledge of products and services to successfully present and up-sell to client base
- Present company products at local and regional trade shows if needed.
- Extremely responsive to all client telephone calls and emails.

MINIMUM QUALIFICATIONS

- Knowledgeable of professional sales process.
- Proven ability to attain monthly sales quota

- Effectively communicate over the phone, through email, and face-to-face.
- Strong presentation, written and verbal communication skills.
- Effective time management skills, superior negotiation skills, proven territory / vertical market sales development skills.
- Bachelor's degree in business or marketing preferred.
- Possesses superior follow-up skills with the ability to respond under pressure.
- A minimum of 2 - 4 years successful installed base business sales experience incorporating value/service selling.
- Experience of strategic selling at Executive and Board level.
- Sales experience in a technology related industry preferred.
- B2B Sales experience.
- Goal oriented with superior work ethic.
- Must be able to generate and qualify excellent customer leads.