



**Job title:** Business Development Manager

**Location:** Kirkland, WA

### **About this role**

The Business Development Manager (BDM) works to achieve financial growth through new business expansion at Microsoft. This person finds new Microsoft customers, builds relationships, identifies opportunities, and negotiates business deals.

### **Job duties and essential job functions**

The BDM will prospect for new Microsoft clients by networking, cold calling, meeting, speaking, and other means of generating interest from potential clients. They will plan persuasive approaches and pitches to convince potential clients to do business with the company. They must develop a rapport with new clients and provide support that will continually improve the relationship.

### **New business development responsibilities**

- Prospect for new Microsoft clients by growing, maintaining, and leveraging your network
- Build relationships with new Microsoft clients
- Participate in pricing solutions and services
- Manage resistance and objections by working through differences to a positive conclusion
- Attend industry functions, events, and conferences

### **Client retention responsibilities**

- Develop a thorough understanding of each client's business goals
- Present new solutions and services to enhance existing relationships
- Arrange and participate in quarterly business reviews

### **Qualifications**

- Bachelor's degree
- 7 to 10 years of successful selling
- Experience working at or with Microsoft corporation
- Strong skill set in networking, prospecting, identifying opportunities, managing resistance and closing
- Experience with multiple sales techniques including cold calls
- Track record of achieving sales quotas
- Ability to drive to client locations for meetings
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations

### **About Simplicity**

From strategy to execution, [Simplicity Consulting](https://www.simplicityci.com) is the preferred marketing and business consultancy for the new world of work. We help companies accelerate growth, add a fresh perspective, and increase capacity—at the speed of business—with access to our curated community of marketing, communications, and business operations experts.

Simplicity is a five-time Inc. 5000 honoree as one of the fastest-growing private companies in America and has been recognized as one of Washington's largest women-owned companies by Puget Sound Business Journal. Female-founded and -run, we're committed to helping everyone thrive in today's workplace.

**Equal opportunity employer**

Simplicity is committed to creating a diverse, inclusive, and supportive environment and is proud to be an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, age, color, religion, sex, national origin, sexual orientation, gender identity, disability or protected veteran status.

**Benefits**

- Health: Medical (HSA or PPO) and Vision
- Voluntary insurances: Dental, Disability, Life, and AD&D
- 401K with employer match
- Unlimited PTO
- Paid holidays

**Physical requirements**

- Requires sitting for extended periods of time at a computer, keying, and reading content
- Will be required to stand, reach, bend, twist, squat, and move about freely in an office environment
- Ability to lift 25 lbs
- Able to use office equipment such as phone, copier, printer, etc.