



Recruiting the best and brightest
in the telecom industry.



NextGen Business Development Manager

NextGen Global Resources is not your typical contract and direct hire staffing firm. Conceived by a group of seasoned recruiters with decades of telecom experience, NextGen was created to provide a better means of recruiting and consulting in the telecom industry. Our novel structure is focused on the core issue: placing the most talented people at the best companies.

By taking 'quality over quantity' to heart, we've created a company that puts in the work upfront, establishing relationships, finding strengths and placing people with precision. We are not just filling seats and we have the results to prove it with placements at Fortune 1000 firms.

NextGen is growing rapidly and looking for ambitious, driven sales people to focus on growing relationships and expanding the footprint within some of our most valuable accounts. It's more than simply connecting with clients and expanding our reach, it's about bringing real value to the people we work with. Business Development Managers at NextGen are passionate, over-achievers with a track record of exceeding goals and building long-lasting and mutually beneficial relationships. If that's you and you're looking to work for a fast-growing company that will allow you to earn as much as you put in, read on...

In the Business Development Manager role, you will:

- Sell NextGen Global Resources solutions and services to corporate customers, small/medium businesses, and various other organizations
- Develop and execute on a strategic plan for your territory and create reliable forecasts
- Drive revenue by prospecting and building a pipeline while simultaneously fostering personal relationships with potential clients
- Cold call, generate new leads and follow up on pre-established leads
- Build and create strategies for penetration and account development
- Close new business consistently at or above targets
- Manage the entire sales cycle, from introduction to ongoing account expansion
- Maintain frequent communication with existing business to ensure quality control, repeat and new business development
- Work closely with the recruiting teams to ensure a high-quality delivery of candidates to the client
- Maintain up-to-date knowledge of the top NextGen competitors and the industry
- Network and maintain relationships with key client and talent communities for short/long term opportunities
- Travel regularly within an agreed upon territory

The ideal candidate will be:

- Experienced, with a minimum of 2 years of professional B2B sales, ideally in the Wireless/Cable industry or sales in the Technical Staffing industry
- Skilled at building strong relationships with new and existing clients
- Adept at generating new streams of substantial revenue
- Self-motivated, passionate and hungry to make a big impact
- Competitive and unwilling to give up
- Excellent at negotiating and closing
- A skilled listener
- Proactive - taking initiative and following through is a must
- Resilient – there are good days and bad days, you've got to pick yourself up often

Benefits:

- Competitive base salary + uncapped commission, yes, uncapped commission
- Untapped territory
- Company paid Health, Dental and Vision benefits
- 401k matching
- 4 weeks paid vacation + sick days
- Numerous recognition incentives available throughout the year
- Cell phone and parking allowance
- Onsite gym & Pre-tax Commuter program (Chicago location only)