



Keystone Initiative for Network Based Education and Research

KINBER Business Development Representative

Role Summary:

The Business Development Representative serves as a facilitator for the pre-sales to service process, supporting sales and operations to achieve success with KINBER's existing and prospective accounts. The Business Development Representative will work closely with KINBER sales and operations staff to drive orders and sales growth; provide high quality customer service through the pre-sales to service process; and facilitate work flow and project management throughout the KINBER staff as it pertains to the pre-sales to service process. The Business Development Representative reports to the Director of Community Engagement.

Major Tasks, Responsibilities, and Key Accountabilities

- Develop strong business relationships with members, stakeholders, and the community
- Assist with the pre-sales to service process, including cultivating new clients, negotiating contracts and managing existing clients
- Deliver sales proposals and respond to RFPs as appropriate
- Work closely with the engineering and community engagement teams to develop cost-effective, customer-focused implementation strategies for network and community services
- Collaborate with marketing and community engagement staff
- Develop increasing monthly recurring monthly revenue
- Deliver quarterly and annual reports and forecasts, identify obstacles
- Provide input on sales strategy, annual development strategies
- Refine and optimize business processes, workflows, and outreach tactics
- Provide input/advice on pricing models
- Suggest and assist in developing new service offerings
- Work proactively with commercial carriers and last mile providers to develop solutions for best price/best service delivery
- Establish lasting positive relationships with clients/accounts
- Attend meetings with and give presentations to current and potential clients
- Act as liaison to members/customers, facilitating relationships between members, service provider partners, vendors, and KINBER
- Assist members in identifying needs and the development of service-based solutions using available KINBER resources
- Work with the KINBER staff to develop financial options that will allow for the delivery of service solutions within targeted revenue growth projections
- Work to meet the strategic goals as set forth by the Board and President & CEO
- Other duties as assigned

Qualifications/Requirements:

- Bachelor's degree in business, information technology, or other related degree concentration, or equivalent directly-related experience (two years of directly-related industry experience is equivalent to one full-time year of college in related major).



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- A minimum of 3-5 years selling experience.
- Previous experience in selling to Higher Education and/or Healthcare preferred.
- Excellent verbal and written communication skills.
- Excellent negotiation & closing skills.
- Strong relationship building skills.
- The ideal candidate will be action oriented, highly customer focused, and have an entrepreneurial drive.
- Knowledge of Salesforce preferred.
- Ability to travel – with the majority being in the Pennsylvania area.
- Valid US driver's license.

Working Conditions

The position is full-time with regular hours Monday – Friday. Working conditions are a mix of office and remote locations. Candidate must have the ability to lift and carry 40 pounds and the ability to stay at a terminal and use a keyboard and mouse for extended periods. The candidate must have the ability to travel to a variety of sites (Pennsylvania and throughout the US). The position will be based out of Harrisburg, PA, Pittsburgh, PA or Philadelphia, PA offices.

To Apply

Competitive salary and full benefits are offered. Email cover letter with preferred salary range and resume by August 10, 2018 to admin@kinber.org. To learn more about KINBER, visit www.kinber.org. Equal Opportunity/Affirmative Action Employer.

About KINBER

The Keystone Initiative for Network Based Education and Research (KINBER) is a non-profit organization devoted to fostering collaboration through technology for education, research, healthcare, libraries, public media, workforce development, government and economic development. KINBER offers connectivity, technology infrastructure solutions and training and professional development opportunities tailored to support the needs of our members, ranging from libraries and health systems to large university settings.

KINBER built and manages the 1,800-mile Pennsylvania Research and Education Network, known as PennREN, which provides advanced data networking to non-profit organizations and fosters collaboration between Pennsylvania-based organizations for value-added services such as Internet2 connectivity, realistic high-definition video, real-time videoconferencing, and data sharing. PennREN provides cost-effective, high-capacity, state-of-the-art network connectivity to more than 100 community anchor institutions in 51 of Pennsylvania's 67 counties. As a trusted technology partner, KINBER provides a broad set of technology-based services.