

Business Development Manager

Company: Infotech Solutions, LLC

Location: Madison, SD or Hybrid (Regional Travel as Needed)

Position Overview

Infotech Solutions is seeking a driven, relationship-focused Business Development Director to lead revenue growth, strengthen community presence, and expand strategic partnerships across our managed IT services portfolio. This role requires a genuine, community-minded professional who can build trust, drive new business, and support long-term client retention.

Key Responsibilities

- Develop and execute a strategic business development plan to achieve revenue and growth targets
- Identify, qualify, and close new managed services, cybersecurity, cloud, and infrastructure opportunities
- Build strong, long-term relationships with business leaders in SMB, nonprofit, and government sectors
- Maintain active involvement in the local and regional business community through events, networking groups, and partnerships
- Lead proposal development, RFP responses, and contract negotiations
- Collaborate closely with technical and operations teams to ensure solutions meet client needs
- Support account retention efforts by maintaining executive-level relationships and identifying expansion opportunities
- Maintain a consistent regional presence on social media, promoting company initiatives, partnerships, and thought leadership
- Track pipeline performance and revenue forecasting using CRM tools

Qualifications & Core Qualities

- 2+ years of business development or IT sales experience (MSP experience preferred)
- Proven track record of meeting or exceeding revenue targets

- Active and visible in the local business community
- Genuine, relationship-driven personality with high integrity
- Strong understanding of technological solutions, or demonstrated willingness and ability to learn technical concepts
- Experience responding to RFPs and government procurement processes is a plus
- Strong communication, presentation, and negotiation skills
- Self-motivated strategic thinker with strong organizational abilities

Performance Metrics

- Revenue growth and gross margin targets
- New client acquisition and contract value
- Account retention and expansion rates
- Community engagement and brand visibility
- Strategic partnership development