

**Job Description:**

At OpenTech, the Business Development Manager owns the business opportunities in their respective territory. You will work in a true team environment, yet have an individual quota to achieve. While working with both our installed base of accounts, and developing new business opportunities, you will be interfacing with property managers and business owners to strategically position and sell OpenTech's INSOMNIAC™ self-service kiosk and services into their organization. Your target segments of the Self Storage industry will be Owner Operators and Top Operators.

Responsibilities:

- Achieve product revenue and sales unit objectives
- Provide accurate, timely pipeline reports and sales forecasts
- Use OpenTech's CRM system to document all customer interaction
- Employ the prudent use of company resources
- Cover a multi-state territory with appropriate travel
- Participate in weekly sales meetings to report on sales activities

Characteristics:

- Committed to consistent quota attainment
- Proven sales and account management experience
- Ability to recognize sales & marketing opportunities
- Ability to take ownership of designated territory
- Excellent time management and prioritization skills
- Enthusiasm, drive, and self-motivation
- Focused on customer service and success

**Experience:**

An ideal candidate will have 3+ years of experience in direct sales. You must have a track record with demonstrated success in the complete sales process; from cold calling to closing new business. Experience selling technology products and/or services are preferred.

Prior experience selling kiosks or Self Storage industry experience is not required, but is considered desirable.

Compensation is Base Salary + Commissions

Total Compensation package will range from \$66,000 - \$92,000.

All business expenses are paid by the company as well.

Benefits Package

We offer Health Insurance, Dental Benefits, Life Insurance, Short Term Disability, Long Term Disability, AAA membership, 15 days paid vacation and 8 paid holidays per year. A detailed benefits package will be provided to candidates who go through the screening process.

About OpenTech

OpenTech Alliance, Inc. is the leading developer of innovative self-storage solutions. The company products and services include 7 models of INSOMNIAC Kiosks ranging from \$5,500 to \$18,000, INSOMNIAC Live! call center services and the INSOMNIAC Self Storage Network for online storage reservations. OpenTech products and services improve customer convenience, reduce operating costs and increase revenues for self-storage facilities. For more information or to see an online demo, please visit www.opentechalliance.com or call (602) 749-9370.