



The role of the Business Solutions Manager – Network Security is critical to the success of the TCS Canada. The role combines the disciplines of new customer acquisition and management of existing accounts. The Business Solutions Manager – Network Security is part of the TCS Team supporting the customer and as a team member is always available to help wherever needed.

Business Development

Responsibilities:

- Demonstrated success and sales results selling Network Security and Networking solutions across all verticals
- Deep technical understanding of advanced networking products and concepts with a major focus on technology and solutions from Fortinet
- Develop new business opportunities across all verticals (Retail, Manufacturing, Multi Site)
- Work your extensive contacts to introduce TCS Canada and our service portfolio
- Prospect for all services with a focus on Network Security, Networking, WiFi, etc.
- Other services include Cloud VoIP / Teams integration, On Premise Voice, SIP, IP Surveillance, Digital Signage, Connexall, IPTV, Infrastructure Cabling
- Prospect for Internet Service opportunities, focusing on VDSL, Fiber, etc. This is often a door opener for higher level services
- Manage and nurture all inbound leads and opportunities
- Develop individual sales account plans and goals to meet and exceed assigned revenue targets
- Prioritize opportunities and activities to follow up on opportunities with the highest probability and revenue
- Maintain a high touch with all prospects and customers to ensure superior customer satisfaction
- Review and sell additional solutions in our portfolio that meet the customer's needs, beyond the original identified solution
- Actively manage forecast and sales opportunities within CRM, providing weekly and monthly sales reports
- Consistently achieve sales quotas to ensure revenue objectives

Lead Generation

Responsibilities:

- Prospect, educate, qualify, and develop sales ready leads and opportunities from lead generation activities, inbound prospect leads and outbound calling into targeted accounts
- Interact with prospects via telephone and email to uncover pain points, explain our solutions, identify opportunities and generate interest
- Communicate value proposition and tailor to prospect needs
- Successfully manage and overcome prospect objections
- Become a trusted resource and develop superior relationships with customers
- Update CRM in real time to ensure efficient funnel management

Sales Activity

Responsibilities:

- Make outbound calls daily to generate qualified meetings through cold calling, responding to inbound calls, following up with leads generated by various marketing programs, sales campaigns and target account prospecting
- Work closely with SMT and Director of Marketing to develop outbound Sales Campaigns
- Manage and nurture demand generation pipeline leads and opportunities; ensure progression of opportunities through the sales funnel
- Understand TCS products, value proposition, and positioning; keep up-to-date on industry trends and the competition's positioning within the marketplace
- Track all lead activity, monitor leads/opportunities, and manage reports using CRM
- Stay current with all Certification requirements as outlined by the company
- Keep Outlook calendar up to date with all sales meetings, conference calls, etc.

Sales Success

- Successfully close sales figures as per individual Sales Plan Agreement
- Sales Plan Agreement takes effect after the probationary period ends
- The company will support the Business Solutions Manager's success with help building out campaigns, lead generation activities, hosted events, sales engineering, etc.
- It is the BSM's responsibility to bring their existing contacts, ideas, knowledge and initiative to the role to ensure that Sales numbers are achieved

Requirements

- Bachelor's degree in a business or technical field or equivalent experience
- 8+ years successfully selling Network Security and Networking solutions
- Existing contact base to introduce TCS Canada services
- Deep understanding of network security and networking solutions
- Experience and demonstrated success selling advanced solutions based on Fortinet technology
- Demonstrated success in a sales role
- Excellent verbal, written and presentation skills

- Fortinet Certifications will be required
- Strong Customer Relationship skills