



Whether in a data center, on a desk, stationary or mobile, we ENABLE our customer's TECHNOLOGY assets to be INSTANTLY ready, generating business value FASTER, RELIABLY and ECONOMICALLY.

As a leading service provider, TSS provides a comprehensive suite of services for the planning, design, deployment, maintenance, refresh and take-back of End-User/Client and Enterprise Systems including the mission-critical facilities they are housed in.

We provide a single-source solution for enabling technologies in data centers, operation centers, network facilities, server rooms, security operations centers, communications facilities and the infrastructure systems that are critical to their function.

Our services include technology consulting, design and engineering, project management, systems integration, system installations and facilities management.

We are looking for our next talented and self-starting **Business Development Representative** (BDR) to join our Sales group! We need a self-starter, who has unwavering perseverance, is an energetic relationship builder, has a track record of successful prospecting experience, and wants to WIN. You, through outbound activities, will find and qualify prospects and generate new opportunities for our regional sales team.

Your job would include the following exciting opportunities:

- Prospect, educate and qualify all new leads (from pre-sales and territory teams) to understand the full scope of the customer's requirements, the sizing of potential deals and re-assignment to field colleagues when workflow guidelines so dictate.
- Recommends services solutions considering customer needs and TSS interests
- Develop tailored and creative services solutions that match customer needs
- Builds relationships with TSS' strategic partners and key individuals within their organization based on knowledge of TSS' technology and services
- Developing new, tailored Statements of Work based on TSS' services methodologies as well as a keen appreciation of customer needs.
- Work with and support the TSS sales team from a Professional Services Inside Sales perspective.
- Utilize a consistent multiple contact process via phone, email and social to find, nurture, and qualify leads generated by outbound marketing campaigns or relationships developed
- Conduct conversations with prospects in a consultative way; comfortable managing and overcoming objections

- Effectively work within Salesforce Customer Relationship Management (CRM) to document prospect interaction, ensuring efficient lead and opportunity management, and maintain accurate information in Salesforce CRM per company policies to assist in closing opportunities
- Collaborate with operational teams to provide keen awareness of the Customer, the opportunity and the requirements needed to successfully close and deliver the services.

#### Required Skills

- A high level of energy and enthusiasm with a desire to fully engage with the broad range of TSS' services solution set.
- A passion for Information Technology
- Sells Consultatively – Ability to use collaborative communication to engage clients in discussions that result in mutual value
- Uses Customer Research – Ability to uncover, identify and leverage published and internal customer information
- Ability to work with and make sense of abstract and ambiguous situations and opportunities.
- Excellent communications and interpersonal skills.
- Excellent presentation skills and a strong ability to lead remote customer / partner enablement / sales sessions.
- Accepts feedback and training to continue to improve and develop
- Be entrepreneurial, look for new ways to succeed and drive more engagements
- 1-2 years proven experience in outbound calls to provide qualified sales leads
- Experience with Sales Force is a plus
- Minimum of BS or BA required

We offer health Insurance (medical, dental and vision), paid holidays, paid life insurance, 401(k), paid short/long-term disability, incentive pay opportunities, a fun atmosphere, and too much more to mention!

If this sounds like your kind of thing, submit your resume today [hr@totalsitesolutions.com](mailto:hr@totalsitesolutions.com)

Job Location: Round Rock, TX

TSS, Inc. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or any other characteristic protected by applicable laws, regulations and ordinances. If you need assistance and/or a reasonable accommodation due to a disability during the application or the recruiting process, please send a request to [hr@totalsitesolutions.com](mailto:hr@totalsitesolutions.com).

About TSS: TSS designs, deploys, equips and manages data center and other technology environments for enterprise companies, colocation providers and technology company partners. With the increasing proliferation of data, IT environments must become highly responsive engines that adapt to market changes and technology evolution

We deliver an unmatched set of integration capabilities across the data center lifecycle, reducing risk, complexity and cost for our customers. Whether it's a single rack, a modest server room, a multi-million dollar purpose built data center or a high-density modular computing environment, we help our customers design, build, operate, maintain, refresh and take-back their end-user/client and enterprise systems including the mission-critical facilities they are housed in.