

Job Description: Business Development Representative

Reporting to: Director of Business Development

Salary: Based on experience

Location: Orlando, FL

GENERAL SCOPE & SUMMARY

The Business Development Representative (BDR) augments sales efforts by generating new business opportunities by following proven processes to prospect into new logo accounts. You'll learn how to identify and research lists of companies to target, and how to develop email, telephone, and social campaigns to generate new business opportunities.

The BDR will conduct high-level conversations with senior executives about their business, their contact center technology, and their operations. The successful candidate will be a strongly self-motivated and driven individual who is goal-oriented, methodical and tenacious, and can effectively interact with a team. This position has advancement potential within the sales organization, and the compensation package includes an uncapped commission structure.

PRIMARY ROLE & RESPONSIBILITIES

- Learn and execute proven processes to generate new sales opportunities
- Strategize with top-producing sales managers
- Map prospective accounts around organizational structure, people and existing technology
- Engage executives in targeted prospect accounts
- Orchestrate discussions with senior executives around their business needs
- Manage and maintain a pipeline of interested prospects
- Leverage CRM tools to prospect into specific geographic territories and sectors

REQUIREMENTS

- A commanding desire to learn and succeed in tech sales
- 2+ years sales or related market/business experience
- Candidates should have one of the following: contact center/software/SaaS experience, sales experience or other related business experience
- Salesforce.com experience a plus
- The ability to write succinct, crisp emails and a great phone manner
- Knowledge of any of the following industry sectors a plus: Telecommunications, Finance & Banking, Healthcare, Insurance, Retail, Travel & Hospitality, Utilities

BEHAVIORAL REQUIREMENTS

- A desire to do and achieve brilliant things!
- Authentically curious, you love learning and improving yourself
- Integrity is fundamentally important to you
- You want to make a real difference
- You are naturally entrepreneurial
- You are street smart

Enquiries and applications to evan.jones@voicefoundry.com.