



Business Development Representative

CERTINIA

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: 1-2 years

Posted On: 28 Sep 2024

Application Deadline: 27 Oct 2024

Job Context

- Certinia is led by some of the most influential tech leaders and minds in the world of business apps, with a sales team executing successful solutions selling across the globe. Our Business Development team is an integral part of our drive for customer acquisition and revenue generation, and the team is a great opportunity for growth into our Field Sales team. We are looking for Business Development Representatives with the high energy, curiosity and polish required to support our Field Sales success!

Job Description/Responsibility

- Partner with an assigned Account Executive team to fill their pipeline with qualified prospects, actively and consistently prospecting for new leads
- Create and prioritize strategic target account lists within a defined territory, ultimately generating qualified lead generation for field sales
- Achieve/exceed monthly quota of qualified opportunities
- Partner with our Revenue Marketing team to execute lead generation campaigns
- Articulate customer stories and successes, successfully delivering overview of our product solutions

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Additional Academic Requirements

- Bachelor's degree preferred

Experience Requirements

- 1 - 2 years of experience is required.

Additional Experience Requirements

- 1-2 years sales or sales prospecting experience (inbound or outbound).

Skills Requirements

- Self motivated, curious, and energetic, with the desire to advance a career in sales ...grit and accountability go a long way in this role!
- Ability to understand customer needs and how our products solution for those needs.
- Willingness and interest to learn the level of product knowledge and business acumen required to move into a field sales role with FinancialForce.
- Ability to work in a fast paced, fun, learning team environment

Work Area

- Applicant should have experience of working in the following category(ies): Marketing/Sales

Industry Type

- Experience should include the following skills: IT/Telecommunication

Address: San Jose, CA, San Jose, CA, United States

Company Profile: Computer Hardware Development

Company Website: <http://certinia.com/>