



Business Development Representative LINQ (NC)

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Posted On: 2 Oct 2024

Application Deadline: 31 Oct 2024

Job Context

- We offer challenging work in a team environment. We respect each other and collaborate for continuous improvement. We are the experts in our product lines and we anticipate the needs of our customers. Our customers say we work efficiently and always strive to provide the proper solution. We have achieved this by building relationships based upon: expertise, patience, attentiveness, clear positive communication, tenacity, and a calm presence.

Job Description/Responsibility

- Sourcing prospects, developing opportunities and selling to a select group of small to medium sized business accounts within our team based setting
- Communicating to generated leads within a set timeline
- Working directly with our Inside, Field and Enterprise Sales teams to pass along qualified opportunities
- Developing a strong understanding of our prospects through solution selling techniques
- Proactively engaging and prospecting new business opportunities and customers: approximately 50-60 outbound calls and 20-30 emails per day and setting 4-5 demos per week
- Consistently meet and/or exceed metrics as defined by the Sales Leadership Team

Education Requirements

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

Additional Academic Requirements

- Bachelor's degree preferred

Experience Requirements

- No experience is required.

Skills Requirements

- Background in technology sales or lead generation is a plus
- Ability to be coached, trained and mentored toward a successful software sales career

- Must have excellent communication, interpersonal and organizational skills
- Must have strong skills in MS Office
- Desire to grow within an organization

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

Job Location

- Anywhere in the country

Address: Wilmington, NC, Wilmington, NC, United States

Company Profile: Enterprise Software & Network Solutions

Company Website: <https://www.linq.com/>