



Business Development Representative

DEVRY UNIVERSITY

Job Category: Sales/Marketing/Business Development

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: Maximum 1 years

Posted On: 14 Oct 2024

Application Deadline: 12 Nov 2024

Job Context

- DeVry University strives to close our society's opportunity gap and address emerging talent needs by preparing learners to thrive in careers shaped by continuous technological change. Through innovative programs, relevant partnerships, and exceptional care, we empower students to meaningfully improve their lives, communities, and workplaces.

Job Description/Responsibility

- Prospect Identification: Use best practice B2B techniques to understand potential partner organizations and assess their compatibility with our strategic objectives and values. Utilize business acumen to research companies, C-Level executives, business trends, and competitive intelligence to create detailed research based strategic communication plans.
- Outreach and Relationship Building: Initiate contact with prospective partners through various channels, including phone calls, emails, and other selling tools. Build and maintain relationships with key decision-makers, understanding their needs, and aligning our offerings to create value for both parties.
- High-Value Meeting Scheduling: Proactively schedule high-value meetings between our strategic account management team and key stakeholders from potential partner organizations. Coordinate calendars, propose meeting agendas, and ensure all logistical details are organized efficiently.
- Partner Management: Once partnerships are established, work closely with internal partners to ensure smooth implementation and ongoing success. Assist with coordinating opportunities to drive awareness to the partnership for key leaders and their teams via virtual marketing and virtual events.
- Reporting and Analytics: Track and report key metrics related to business development activities, including the number of meetings scheduled, conversion rates, and partnership outcomes. Provide regular updates to management on progress, challenges, and opportunities.
- Develop a basic understanding of services offered by DeVry and relevant competitors in the education space.

Education Requirements

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

Additional Academic Requirements

- Bachelor's degree in sales, marketing, or a related field.

Experience Requirements

- Up to 1 years of experience is required.

Additional Experience Requirements

- 0 - 1 year of B2B sales experience or in a similar role preferred.

Skills Requirements

- Proven experience in business development, sales, customer service, partner development, or a similar role, preferably in the education or corporate training industry.
- Strong understanding of the higher education landscape and emerging trends.
- Excellent communication and interpersonal skills, with the ability to build rapport with diverse stakeholders.
- Demonstrated ability to close deals and achieve business development targets.
- Establish credibility with senior-level executives based on the ability to identify, understand and communicate market opportunities.
- Exceptional organizational skills and attention to detail. Ability to plan and prioritize daily tasks/responsibilities to drive outcomes consistently.
- Proficiency in using CRM software and other relevant tools for pipeline management.
- Ability to work independently and collaboratively in a fast-paced, dynamic environment.

Work Area

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

Industry Type

- Experience should include the following skills: Education/Training

Job Location

- Anywhere in the country

Address: Lisle, IL, Lisle, IL, United States

Company Profile: Colleges & Universities

Company Website: <https://www.devry.edu/>