



**Business Development Representative**  
INSIGHT SOFTWARE

**Job Category:** Marketing/Sales

**Job Source:** nrbjobs.com

## Job Summary

**Employment Type:** Full Time

**Gender:** Any

**Career Level:** Entry Level

**Salary:** Negotiable

**Posted On:** 14 Oct 2024

**Application Deadline:** 12 Nov 2024

## Job Context

- insightsoftware is a global provider of comprehensive solutions for the Office of the CFO. We believe an actionable business strategy begins and ends with accessible financial data. With solutions across financial planning and analysis (FP&A), accounting, and operations, we transform how teams operate, empowering leaders to make timely and informed decisions. With data at the heart of everything we do, insightsoftware enables automated processes, delivers trusted insights, boosts predictability, and increases productivity. Learn more at [insightsoftware.com](https://insightsoftware.com)

## Job Description/Responsibility

- Conduct high-volume outbound prospecting to generate qualified leads through calls, emails, and social media (150 tasks a day, including 50 calls)
- Communicate insightsoftware's value proposition quickly and effectively to engage your audience through calls, voicemails, and emails.
- Meeting, and exceeding where possible, monthly, quarterly and annual quota of qualified opportunities
- Work closely and collaboratively with the sales teams on strategy to meet sales goals
- Schedule discovery meetings for Account Executives to qualify leads, learning about the sales process along the way
- Once prepared, conduct the discovery calls to qualify leads
- Provide prompt phone/email follow up to specific leads and properly document and track all activity in Salesforce.com
- Track and deliver timely and accurate forecasting and pipeline management
- Set yourself up for a successful career by learning effective communication skills and gaining experience talking to executive level managers at large companies

## Education Requirements

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

## Additional Academic Requirements

- Bachelor's degree or equivalent experience

## **Experience Requirements**

- No experience is required.

## **Skills Requirements**

- Business Development experience preferred
- Disciplined approach to daily activity planning, setting goals, and achieving results as well as documenting all activity in Salesforce
- The ability to respond to objections/rejection daily

## **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

## **About the Company**

**Company Name:** Insight Software