



Business Development Representative
SENSOR TOWER

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: 1-2 years

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Context

- As a Business Development Representative, you will have the exciting opportunity to directly contribute to the growth of Sensor Tower by setting demo calls with highly qualified prospective new customers. Your average day will consist of a mix of qualifying inbound leads generated by marketing, executing thoughtful outbound campaigns to Sensor Tower's target account list, performing qualification of leads, and ultimately conducting a seamless handoff to the Account Executive team. We have invested in a robust tech stack and you will receive training and ongoing coaching to ensure you have the tools required to exceed expectations.

Job Description/Responsibility

- Respond to all inbound leads in your territory within a clearly defined SLA
- Exceed daily outbound activity targets (phone calls, emails, social touches) to book meetings with target accounts
- Qualify leads to verify fit for Sensor Tower's enterprise product
- Book and seamlessly hand off appointments for demo calls to the AEs with whom you are paired
- Continuous prospecting for new accounts that are good fits for Sensor Tower
- Collaborate with Marketing, Sales Leadership, Sales Operations, and your AE partners
- Become an expert and talk in-depth on all of the Sensor Tower mobile intelligence products

Education Requirements

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

Experience Requirements

- 1 - 2 years of experience is required.

Additional Experience Requirements

- 1-2+ years of work experience (sales experience not required, but a definite plus)

Skills Requirements

- Passion for and knowledge of the mobile space and app economy
- A sincere interest in building a career in sales
- Strong oral and written skills, and detail-oriented
- Hunger to grow and learn while being a true team player
- Ability to keep up in a quickly-changing environment
- Must be able to work from our WeWork office three days a week

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: IT/Telecommunication

Address: San Francisco, CA, San Francisco, CA, United States

Company Profile: Enterprise Software & Network Solutions

Company Website: <https://sensortower.com/>