



Business Development Representative
ADDEPAR

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: 2-3 years

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Description/Responsibility

- Generate new business opportunities to fuel Addepar's growth
- Create and prioritize strategic target account lists and account attack plans within a defined territory
- Research and build new accounts (i.e., strategic calling, sending personalized emails, and connecting through social media platforms)
- Conduct high-level discovery conversations and meetings with prospect accounts.
- Collaborate with Go To Market teams (i.e., Marketing, Sales, Product, etc.) to advance new business growth.
- Achieve quarterly quotas of qualified opportunities created

Education Requirements

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

Experience Requirements

- 2 - 3 years of experience is required.

Additional Experience Requirements

- 2-3 years of experience in outbound SaaS prospecting roles with a consistent record of success (Fintech or financial services experience a plus!)

Skills Requirements

- Knowledge of private banking, wealth management prospecting a plus
- Strong work ethic, energetic, proactive team player!
- Excellent problem-solving, communication, organization, and time management skills
- Flexibility and ability to adapt to new demands; strong sense of urgency
- Assertiveness, directness, and a "company first" mentality
- Experience working with Salesforce, Gong, and Salesloft is a plus

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: Mountain View, CA, Mountain View, CA, United States

Company Profile: Enterprise Software & Network Solutions

Company Website: <http://www.addepar.com/>