



Business Development Representative
MODUS TECHNOLOGIES

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: Minimum 2 years

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Context

- Our Strategic Growth team is the face of the company and the engine of our market expansion. As a Business Development Representative, you are directly responsible for driving net-new pipeline for our Strategic Growth Team.

Job Description/Responsibility

- You generate new business opportunities to build our sales pipeline through both inbound and outbound efforts
- Outreach directly into prospective agents that fit our ideal persona via cold-calls, text, emails, integrated marketing campaigns, LinkedIn campaigns and other methods
- Articulate our value prop and objection handle to create qualified opportunities in your market
- You work closely with the Strategic Growth Managers and Team Leaders to develop successful prospecting strategies,
- Document all activities within our CRM, maintaining flawless data management
- Drive active engagement with new and existing leads through creative follow-up communications
- Collaborate cross-functionally to create new processes and refine existing processes through innovative thinking
- Analyze addressable market in nascent geographies and create demand for disruptive technology
- Become a critical part of the high performing team, adding value to each SGM's sales process

Education Requirements

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

Additional Academic Requirements

- Bachelor's degree with 2+ years of relevant experience with history of strong performance (SDR, Customer Success/Service, Direct Sales, Account Management)

Experience Requirements

- Minimum 2 years of experience is required.

Additional Experience Requirements

- Bachelor's degree with 2+ years of relevant experience with history of strong performance (SDR, Customer Success/Service, Direct Sales, Account Management)

Skills Requirements

- Strong interpersonal and rapport-building skills, glass-half-full mentality, natural leader
- Self-starter attitude and ability to exercise judgment and solve difficult problems without direct supervision, comfortable with ambiguity
- Excellent communication skills; ability to effectively lead client meetings and presentations
- Highly organized; ability to handle multiple deadlines simultaneously
- Track record of excellence across strategic, operational, and detail-demanding functional responsibilities

Work Area

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

Industry Type

- Experience should include the following skills: Real Estate/Developers

Address: Seattle, WA, Seattle, WA, United States

Company Profile: Real State

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