



Business Development Representative

RUNWISE

Job Category: Marketing/Sales

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Salary: Negotiable

Experience: 5-8 years

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Context

- Runwise is looking for a Business Development Representative (BDR) to help our rapidly scaling and mission-driven sales team form even deeper relationships with the biggest names in Real Estate.

Job Description/Responsibility

- Identify key players, analyze business cases for Runwise, and formulate a pitch
- Leverage a variety of data tools to locate contact information for an account
- Utilize calls, emails, and other creative tactics to connect with accounts
- Partner with a Senior Account Executives to make sure their pipeline continues to grow and deals move swiftly down the funnel
- Generate professional presentations and error free proposals on quick deadlines
- Maintain clean systems and gain proficiency in CRM (Salesforce), automated email tools (Outreach), lead gen tools, city databases, and excel.

Education Requirements

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

Experience Requirements

- 5 - 8 years of experience is required.

Additional Experience Requirements

- 5-8 years as an SDR, Account Manager or Account Executive.

Skills Requirements

- Exceptional communication skills, both oral and written, coupled with excellent listening skills and a positive and energetic phone presence.
- High level of integrity and an energetic commitment to building a successful company.
- Ability to work independently as well as partner with a Senior Account Executive in a fast-paced environment.

- Adept computer skills including proficiency with LinkedIn, Google Suite.
- Experience with CRM applications preferred.

Work Area

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

Industry Type

- Experience should include the following skills: Energy/Power/Fuel

Address: New York, NY, New York, NY, United States

Company Profile: Energy & Utilities

Company Website: <https://www.runwise.com/>