



Business Development Representative

TRANSFINDER

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: 1-3 years

Posted On: 22 Dec 2024

Application Deadline: 20 Jan 2025

Job Context

- The Business Development Representative is responsible for managing prospects within their designated geographic territory. This involves strategic follow-ups through cold calling, email campaigns, and attending demonstrations as necessary. While functioning as an independent contributor, the Business Development Representative also supports the sales team in achieving both team and corporate objectives, such as increasing the number of new clients and meeting revenue targets.

Job Description/Responsibility

- **Inside Sales Strategy:** Prospects and qualifies leads in assigned regions for designated Sales Consultants. Develops and implements targeted sales strategies to maximize lead conversion. Maintains a pipeline of potential clients and track progress towards sales goals. Schedules appointments and presentations for Sales Consultants. Coordinates post-demonstration follow-up with Sales Consultants to close business.
- **Outside Sales Strategy:** Attends on-site demonstrations as needed. Networks with industry professionals to identify new business opportunities.
- **Communication and Collaboration:** Communicates directly with decision-makers, including executives, throughout the sales process. Collaborates with the marketing team to develop and refine sales materials and presentations. Participates in regular sales meetings and training sessions to stay updated on product offerings and sales techniques.
- **Conferences:** Represents the company at regional and/or national conferences and client summits. Strategies with the marketing team to develop strategies for conference set-ups.
- **Documentation:** Manages prospect notes in the Customer Relationship Management (CRM) system. Updates the CRM after prospect outreach. Prepares and submits regular sales reports and forecasts to management. Ensures all client information is accurately recorded and maintained in the CRM system.
- **Administration:** Perform other duties and projects as assigned.

Education Requirements

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

Experience Requirements

- 1 - 3 years of experience is required.

Additional Experience Requirements

- 1-3 years of experience in a telecommunications sales role, with a preference for outbound sales experience.
- Previous professional experience utilizing a CRM.

Skills Requirements

- Excellent interpersonal and customer service skills.
- Excellent verbal and written communication skills.
- Excellent sales and negotiation skills.
- Excellent organizational skills and attention to detail.
- Strong analytical and problem-solving skills.
- Ability to function well in a high-paced and at times stressful environment.
- Proficient Microsoft Office skills.

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: Schenectady, US, Schenectady, US, United States

Company Profile: Computer Hardware Development

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