BUSINESS DEVELOPMENT SALES REPRESENTATIVE

Job Description:

The Business Development Sales Representative (BDSR) sells the firm’s complete product and service offering to its largest and most strategic prospects. The BDSR may have a secondary focus on penetrating certain assigned customers with substantial growth opportunity, as assigned by management. Reporting to the Field Sales Manager, the BDSR closes and implements complex, high-value growth opportunities within abased of named prospects (and/or customers). The BDSR’s most important means of interacting with customers and prospects is through face-to-face meetings.

Job Responsibilities:

* Acquires new customers from an assigned set of named prospects.
* Leads all aspects of the sales process, while calling upon other company sales resources to assist in solution development, proposal delivery, and implementation, as needed or as directed by management.
* Sells the complete offering of company products and services to assigned opportunities.
* Manages new customers’ implementation by directing company implementation resources and by managing customers’ expectations and satisfaction with the implementation process.
* Ensures a seamless transition of customer responsibility to the Senior Account Manager following a successful implementation.
* Assist other sales and services resources when called upon by the Field Sales Manage
* Reports to the Field Sales Manager
* Enlists the support of sales specialists, implementation resources, service resources, and other sales and management resources as needed.
* Transitions new accounts to the Account Manager
* Works with Customer Service Representatives to ensure customer satisfaction and service resolution objectives are met.

Job Qualifications:

* Associates in marketing or related field
* Bachelors in marketing preferred
* Experience as a business development sales representative

Opportunities as a business development sales representative are available for applicants without experience in which more than one business development sales representative is needed in an area such that an experienced business development sales representative will be present to mentor.

Job Skills Required:

* Understanding of the sales and marketing industry
* Understanding of the company’s marketing needs
* Great interpersonal and communication skills
* Proven success in sales
* Business development and strategy implementation knowledge
* Strong leadership and decision making skills
* Ability to sell, manage and drive growth
* Excellent customer relationship management skills
* Ability to meet sales targets and production business goals
* Sense of ownership and pride in your performance and its impact on company’s success
* Critical thinker and problem-solving skills
* Team player
* Good time-management skills
* Great interpersonal and communication skills
* Familiarity with industry’s rules and regulations
* Ability to lead
* Ability to resolve interpersonnel issues