

## Business Development Manager



**360insights**  
how it all makes sense.

Phone :  
Web :

### Job Summary

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Vacancy :  
Deadline : Oct 04, 2024  
Published : Sep 04, 2024  
Employment Status : Hybrid  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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### **Base salary USD \$45,000- 50,000CAD \$45,000 - \$52,500**

Plus competitive variable compensation plan, equity & benefits

\* Pay transparency

*Our salary ranges are determined by role, level, and location. The range displayed on our job posting reflects the minimum and typical maximum target for new hire salaries for the position, it does not reflect the maximum salary for the role over time. Within the range, individual pay is determined by job-related skills and experience demonstrated during the interview process.*

### **Business Development Manager**

#### **What you will be doing:**

We are seeking a **Business Development Manager** to join our team. Look, we know this job is typically a stepping stone for many as they progress in their sales career. At 360insights we will equip you with all the skills and tools of the trade to be successful and if you work hard we also desire to provide the next couple of stones to step on down your career path.

**Here's what you'll do:** As a BDM you'll help drive our team revenue's top of the funnel new business growth in these ways:

- Set initial Discovery Meetings with qualified personas and accounts
- Accelerate existing pipeline
- Nurture target persona that are not ready to engage in a buying cycle today
- Perform research to develop new account insights

#### **In the role you will:**

- Maintain high weekly activity including cold calling, email prospecting, and social selling.
- Use your high EQ to develop insights into your target verticals and what challenges channel managers are struggling with today – to speak their language with empathy
- Create laser-focused campaigns aimed at delivering education to accounts at a 1:1 scale
- Unleash fun and creative three-dimensional mailers and out of the box tactics to entice our prospects to commit to taking action
- Use sophisticated business development tools such as SalesLoft, ZoomInfo, LinkedIn Sales Navigator, Vidyard, and others to drive engagement
- Team-up with the vertical sales organization to ensure a smooth handoff of educated prospects that are ready to take the next step

#### **What you'll bring:**

- Strong communication and written skills over phone and email
- Insatiably curious
- Comfortable with engaging prospects from first touch to first call
- Uses technology like it's an extension of your body – we are a Salesforce.com shop and have a tall tech stack to ensure your success
- Understands the role of social media for selling and is not afraid to put it out there
- Embraces the “challenger” sales model: teach, tailor, and take control

#### **Why 360?**

At 360insights, we take pride in being a people-first organization, dedicated to fostering a vibrant values-based and inclusive culture. Our commitment to this ethos is reflected in our day-to-day operations and interactions with both team members and clients. Embracing a people-focused approach entails the following principles:

**Diversity and Inclusion:** We wholeheartedly welcome individuals from all walks of life to join our team. 360insights is committed to providing equal employment opportunities to people of every race, religion or belief and ethnic origin, regardless of age, disability, sexual orientation, or gender identity. You can find out more about our DEIB Vision on our website. We encourage applications from individuals with disabilities, and accommodations are available upon request for candidates participating in all stages of the selection process.

**Experiences that create growth. Growth that creates experiences:** At 360insights, every facet of our business presents opportunities for personal and professional development, allowing you to explore diverse disciplines and rewarding work experiences. Our commitment to growth is supported by robust Learning and Development (L&D) initiatives and mentorship programs, ensuring that you have the tools and support needed to thrive and grow as an Insider.

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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