

## Business Development Representative



Phone :

Web :

### Job Summary

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Vacancy :

Deadline : Oct 17, 2024

Published : Sep 17, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

## Job Description

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### **It's our time to scale. It's your time to be part of something big.**

**Tulip's mission is bold.** We're a team of experts who have worked with, and for, retailers over the past 20 years. We are driven to disrupt an entire industry and enable one of the world's largest job markets.

Tulip has built a mobile software platform that empowers leading retailers such as Mulberry, Chanel, Saks Fifth Avenue, Kate Spade, Coach, and Michael Kors to give their store associates the power to elevate service, sell more and provide a personalized experience.

Tulip is a place you come to make an impact, working with like-minded people to build something meaningful using the best technology. We are growing, and while lean is great, we need more people, energy, innovation, and talent.

**Right now, we are adding a Business Development Representative to the team.** As a key member of the Sales team, the Business Development Representative is responsible for generating pipeline to support the sales organization. To this end, you will work closely with the Director of Business Development, as well as our Account Executive team to develop awareness and interest in Tulip's applications within a defined territory. This will require you to proactively communicate with senior executives from global fashion, luxury, beauty and jewelry brands, among others, support regional marketing initiatives (e.g. executive dinners, trade shows) and extend Tulip's reach via our network of partner representatives.

The ideal candidate will see this role as an entry point to a career in technology sales, marketing or customer success within a growing global software company at the intersection of retail and technology. You will be a vociferous advocate for Tulip's solutions, be comfortable with ambiguity and driven to improve on past performance.

### **What you'll do:**

- Proactively reach out to senior executives at leading global retail brands with a particular focus on luxury, fashion, beauty and jewelry via phone, email and social media to schedule qualified meetings for the sales organization
- Develop awareness of and interest in Tulip within your assigned geographic territory by promoting and attending industry events, tradeshow and collaborating with partner organizations
- Participate in internal go-to-market planning across sales, marketing and partnerships

### **What you bring:**

- University or College degree, with a strong emphasis on written and oral communication
- 1-3 years of experience in a customer facing role in service, sales, business development or related fields
- A global perspective and strong interest in fashion, luxury and brand marketing
- **Proficiency in Spanish would be a bonus!**

### **Tulip has perks, career progress, and an intimate culture. We have:**

- Embraced remote culture! Work remotely, permanently, and full-time.
- Ability for employees in many roles to choose to work a 4½ or 4-day week.
- A "workcation" benefit that'll let you work reduced hours in order to extend your vacations
- An excellent healthcare plan with no wait time, paid parental leave, and corporate gym rates.
- A culture of openness and idea generation. We pride ourselves on our transparency. From the most senior to the newest team member, we give you access to decision makers and career building work.
- The opportunity to grow and apply new skills be it hands-on or leadership. We prioritize diversity, inclusion, and building a community. We're a little weird but in a good way.

### **Why we are awesome.**

Tulip is hungry and humble. When you join Tulip, you'll be part of a strong, thriving, diverse group of people who come from different disciplines, countries, and experiences. We do what we love and it shows in our unrelenting pursuit of affecting real change. We believe in investing in our people, building positive relationships with our customers, and treating our work like our craft.

Tulip is at the cutting edge of technology. We work with big-name retailers. It's a chance to step up to solving complex technical problems and develop a deeper understanding of the retail world while being part of a niche startup-style company. We don't fear failure; we embrace challenges. We're excited about taking the lesser known paths, using the open source tools and keeping up with the pace of evolving tech solutions. It's fun, it's fast, and it's future-focused.

Tulip gives back. Inspired, passionate, and committed people helped make us the successful company we are today. We challenge norms and put people before profits. We believe we can build a great company that changes the technical space while simultaneously giving back to society and the community.

### **Join us.**

Tulip Retail is strongly committed to equal opportunities in employment. We welcome applications from all minority group members, women, Aboriginal persons, persons with disabilities, members of sexual minority groups, and others who may contribute to the further diversification of Tulip Retail.

Tulip Retail welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

*Feel like you can't tick all the boxes above? If you have some of the skills and experience that we're looking for and are willing to use your talent to learn the rest, we encourage you to apply.*

**\*PLEASE NOTE: We are open to hiring from any location as long as you work in EST\***

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**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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