

**Business Development
Representative**



Phone :
Web :

Job Summary

Vacancy :

Deadline : Aug 24, 2024

Published : Jul 24, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

About the Company

At Cinareo, we're on a mission to transform how workforce capacity planning is conducted for the world's leading contact centers.

We are delivering simplicity, speed, accuracy and cost savings to the increasing high-stakes and complex world of contact center planning. We are looking to accelerate the rollout of our solution throughout North America, with an initial focus on the US. With few meaningful competitors in this space, this is your opportunity to join a fast-growing company and help create the future of workforce capacity planning in the contact center.

About the Role

Cinareo is looking for an energetic Business Development Representative that is passionate about winning new logos and is looking for the opportunity to be at the ground floor of our rapid expansion. Your role will be to seek new business opportunities by contacting and developing relationships with potential customers. You should have previous experience developing leads from marketing campaigns and smashing sales quotas. You are an outgoing, persuasive communicator who has a consultative approach and will use your communication skills to cultivate strong relationships with customers, from first contact until you close the deal.

Ultimately, you will boost sales and contribute to our long-term business growth. If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you.

Key Responsibilities

Responsibilities

- Qualify leads from marketing campaigns as sales opportunities
- Contact potential clients through cold calls and emails
- Present our company to potential clients
- Identify client needs and outline Cinareo's features and functionalities to achieve desired outcomes
- Build trusting relationships with clients
- Proactively seek new business opportunities in the market
- Set up meetings or calls between (prospective) clients and Cinareo team
- Report to the Cinareo management team on (weekly/monthly/quarterly) sales results
- Stay up-to-date with new products/services and new pricing/payment plans

Qualifications

Requirements and skills

- Proven work experience as a business development representative, sales account executive or similar role
- Hands-on experience with multiple sales techniques (including cold calls)
- Track record of achieving sales quotas
- Experience with CRM software (e.g. Hubspot)
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations
- Bachelor's degree in Marketing, Business Administration or relevant combination of education and experience

Compensation & Benefits

Actual salaries will vary depending on a candidate's experience, qualifications, skills, and location. This role will also be eligible for a commission or performance-based bonus opportunities.

Please send your resume and cover letter (optional) to sales@cinareo.com

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
