



Business Development Representative - Remote

We are seeking a Business Development Representative who is self-motivated and goal oriented to drive new leads for some of the most competitive technology solutions for sports organizations across North America. We are looking for individuals that can “speak” sports and would like to expand relationships with their peer group.

This is an ideal position for a college athlete who has recently graduated. If you are looking for a company where you can have an immediate impact in your personal area of interest, then come join our team!

Summary of Essential Job Functions

- Generate leads using proven sales techniques including cold calling, emailing, growing social networks, and occasionally attending conventions
- Maintain accurate and current account information in Salesforce
- Uncover organizational needs and challenges from prospective customers
- Pre-qualify prospects to determine fit and interest
- Schedule meetings for Sales Executives
- Attend weekly Sales meetings

Minimum Requirements

- Excellent phone, written and listening skills
- Strong organizational skills with an ability to juggle a high volume of potential opportunities at once
- Self-starter with a drive to learn, grow and excel
- Ability to successfully work independently/remotely
- Goal-driven individuals with a passion for sports and an interest in selling sports-related software

Desired Skills/Experience

- Experience using Salesforce or similar CRM
- Experience reaching/exceeding goals
- College degree
- Competitive athlete

Disclaimer

The above statements are intended to describe the general nature and level of work being performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to

perform duties outside of their normal responsibilities from time to time, as needed.