Business Development Representative

About the Job

Are you a savvy Business Development Professional? Are you a demand generation specialist that can use social media, email, webinars, and cold calling to create awareness, attention and results in the market place? Do you want the challenge and reward of being part of a prominent high performing sales organization?

If you answered yes, great! This role is for the heavy hitters - the ambitious, self-motivated, results-driven stars. If you are looking for an opportunity to learn, grow, make a difference in the lives of those you work with and be rewarded for getting results - this is an incredible opportunity for you.

If you’re ready for your next challenge, enjoy building strong relationships and achieving long-term personal growth we just might be for you.

About the Business Development Representative Position

This position is a unique opportunity to join a dynamic, high performance, results-oriented culture and represent a nationwide brand.

Individuals must possess tenacity, resilience, ambition, patience and vision to attain big financial rewards. Rewards will be earned by hitting quotas and achieving your goals.

As a Business Development Rep you will be responsible for recruiting sales partners nationwide and setting highly qualified appointments for our elite team of technology sales professionals.

Essential Duties and Responsibilities:

- Create awareness with targeted prospects
- Generate qualified appointments with key decision makers each day
- Nurture leads and grow your opportunity funnel
- Partner with field sales partners to schedule and execute meetings
- Report activity and results daily
- Proactively improve performance through coaching and feedback
Skills & Experience Required

- At least 1-year proven success in B2B appointment setting, lead nurturing and demand generation.
- Proven ability to prospect, propose and close utilizing, telephone, e-mail, social media, referrals and lead generation systems.
- Excellent written and verbal communication skills.
- Experience with Salesforce.com or other CRM.
- Strong PC skills, excel, word, power point of other office suite.

Your personality traits should include: Positive winning attitude, unstoppable mindset, coachable, resourceful, results-oriented, passionate about helping businesses grow, persuasive, assertive, honest, quality follow-up, attention to detail, gregarious, outstanding verbal communicator and persuasive writer.

Compensation & Benefits:

- Entry level salaried position, with opportunity for commissions, incentive awards and rapid advancement.
- Recognition Awards and Certification Programs.
- Monday – Friday 8:00am - 5:00pm.
- Optional retirement plan with company match.
- Health, Dental, and optical Insurance.

About Telegration:

For 27-years Telegration professionals have worked hard, had fun and built long-term relationships. If you join our team, you’ll have a rewarding life-long sales career filled success, enjoyable partnerships and lifetime of success stories.

Telegration had reduced costs and improved efficiencies for over 30,000 businesses nationwide, including Fortune 500 corporations, cities, government agencies, and other organizations while providing maximum flexibility, service guarantees, exceptional partner support, sales engineering resources, corporate account management and 24 x 7 customer service representatives.

As one of the nation’s most respected, and recognized technology solution providers in the United States, Telegration provides access to a comprehensive range of cost-effective telecommunications services-including: Cloud, Network, Broadband, Voice, Internet, VoIP and Mobility products and services.

Are you Ready? If you have the energy, commitment and focus to join our successful company, learn, grow and advance your career than take the next step.

1. Forward your resume to Resumes@telegration.net.
3. “IT'S BETTER HERE!” Apply now and have your best year ever!