

**Business Development Representative**

EasyVista is a global leader in SaaS IT Service Management and Self Help software. We are currently seeking a highly motivated, competitive, discipline, self-starting individual to join our Sales team as a Business Development Representative. The Business Development Representative will act as the liaison between our Marketing and Sales teams. Your role will be to seek qualified new business opportunities for our ITSM and Self Help solutions by contacting and developing relationships with targeted hot and cold prospects.

To be successful in this role, you should be highly competitive with a strong work ethic. It is desired that you have previous experience developing leads from marketing campaigns and target account lists based on an Ideal Customer Profile (ICP) to achieve a quota. You will use your communication skills to cultivate strong relationships with prospects, from first contact through hand-off to a Sales Territory Manager. If you take the initiative, are highly motivated, a strong communicator, results-oriented, and enjoy working in a fast-paced team environment, we would like to meet you.

**Key Responsibilities**

- Qualify leads from Marketing campaigns and contact prospects from our target account list focused on our ICP for Sales opportunities
- Source new sales opportunities through outbound cold calling and emails
- Effectively communicate EasyVista ITSM and Self Help solution value to prospects
- Set up meetings or calls between qualified prospects and Sales Territory Managers
- Record all activity in HubSpot and report weekly/monthly/quarterly results
- Leverage Sales tools including HubSpot, Salesforce, ZoomInfo, LinkedIn and others to optimize qualified opportunity generation
- Research target accounts, identify key players and generate interest

**Minimum Requirements/Qualifications**

- Bachelor's Degree or equivalent experience
- Experience with multiple prospecting sales techniques including cold calling
- Track record achieving Sales quotas
- Experience with HubSpot, Salesforce, and Microsoft O365 products (Word, Excel, PowerPoint)
- Strong probing and listening skills
- Strong phone presence and experience dialing dozens of calls per day
- Ability to multi-task, prioritize, and manage time effectively
- Understanding of Sales performance metrics
- Excellent communication and collaboration skills with teammates and management

**Desirable Skills**

- Ability to learn, take direction, and handle constructive criticism
- Exceptional attention to detail and process
- Team Player
- Hunter's Mentality