

## **Business Development Representative**

EasyVista is a global leader in SaaS IT Service Management and Self Help software. We are currently seeking a highly motivated, 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 solutions by contacting and developing relationships with potential customers.

To be successful in this role, you should have previous experience developing leads from marketing campaigns and target account lists to achieve Sales quotas. 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 are a self-starter, highly motivated, a strong communicator, results-oriented, and enjoy working in a fast-paced team environment, we would like to meet you. This position reports the Vice President Sales of North America and is based in our downtown Tampa, FL office.

### **Key Duties**

- Qualify leads from Marketing campaigns and contact prospects from our target account list focused on our Ideal Customer Profile (ICP) for Sales opportunities
- Effectively communicate EasyVista ITSM solutions value to prospects
- Set up meetings or calls between qualified prospects and Territory Managers
- Record all activity in HubSpot and report weekly/monthly/quarterly results
- Leverage Sales tools including HubSpot, Salesforce, DiscoverOrg, LinkedIn Sales Navigator and others to optimize qualified opportunity generation
- Stay current on new products/services, solution value differentiation, competition, and market changes

### **Minimum Requirements/Qualifications**

- Bachelor's Degree
- Experience with multiple sales techniques including cold calling
- Track record achieving Sales quotas
- Experience with HubSpot, Salesforce, and Microsoft Office products (Word, Excel, PowerPoint)
- Excellent communication, probing, and listening skills
- Understanding of Sales performance metrics

### **Desirable Skills**

- Ability to learn, take direction, and handle constructive criticism
- Ability to handle multiple tasks at one time
- Exceptional attention to detail and process
- Ability to function as a contributing team member and interact positively and openly with peers/other departments
- Tech-savvy