

Req: BDR10046

Title: Business Development Representative

We are looking for high-energy, driven professionals with sound business acumen, strong technical aptitude and natural sales instincts to join our consulting organization. Ideal candidates should be eager to grow in our organization by demonstrating their ability to be tenacious self-starters every day. CloudROI offers a fast-paced, innovative environment where you will be provided the tools, resources and outstanding leadership to sell business application solutions and take your career to the next level!

**What's in it for You:**

- The opportunity to generate new business opportunities to fuel our growth
- The chance to design the sales blue prints for a fast-growing company
- Create and prioritize strategic target account lists
- Create a great first impression to our prospects and customers by providing them with a world class experience
- Maintain active engagement with new and existing leads through creative follow-up communications designed to increase customer interest in salesforce.com products
- Research and build new and existing accounts (i.e. adding contacts, sending emails, strategic calling)
- Conduct high level conversations with senior executives in prospect accounts
- Contract work with high commission

**Minimum Qualifications:**

- 2-4 years of full-time corporate sales experience (cloud software sales is a plus)
- Proven track record of success prospecting for new business
- Excellent written/verbal communication skills
- Strong problem-solving skills
- Motivation, drive and a self-starting attitude
- Ability to work in a fast paced, team environment
- Ability to understand customer needs and meet that need with a successful product sale
- Ability to multi-task, take initiative, prioritize, and manage time effectively

**Preferred Qualifications:**

- CRM experience
- Inside sales experience a plus
- Enterprise prospecting experience a plus
- Experience being held to sales metrics a plus
- Bachelor's degree from an accredited University

Rate: \$22 per hour + 10% of first year annual contract value for new business

Email all resumes to [mark.crawford@cloudroi.com](mailto:mark.crawford@cloudroi.com)