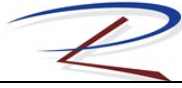




Job Title:	Business Development Representative (BDR)	Reports to:	Director, Software Sales
Department/Group:	Sales	Travel Required:	Minimal
Location:	Waukesha	Position Type:	Full-time – Salary
Level/Salary Range:		Contact:	Nicole Manderscheid
<b>Job Description</b>			
<p>We are currently seeking a Business Development Representative (BDR) to join our team. Reporting to the Director, Software Sales, the BDR will work to identify potential customers through lead generation and lead qualification and route sales qualified leads to the Director, Software Sales. This role is responsible for both contacting new inbound leads and outbound prospecting, evaluating prospects' needs and potential, filling in relevant client details into our CRM (Salesforce), and routing them to sales leadership, if they are qualified. This position will generate appointments from a mixture of sources including inbound leads, outbound prospecting, existing leads, shows / conferences, and social networking.</p> <p>This process, when done well, will set up sales leadership for success by passing them only legitimate opportunities, with clients that are a fit, with the background information needed to hit the ground running. It will also give our marketing team the metrics and information necessary to know what is working and what is not.</p> <p><b>ROLE &amp; RESPONSIBILITIES:</b></p> <ul style="list-style-type: none"> <li>• Contact new inbound leads to understand and evaluate their needs and help them discover how our products meet those needs</li> <li>• Outbound prospect to connect and engage with new potential customers on social platforms like LinkedIn</li> <li>• Follow-up on sales leads provided through various events and activities</li> <li>• Regularly research prospect opportunities for breakthrough opportunities</li> <li>• Keep abreast of our top competitors' offerings and relevant industry news</li> <li>• Follow sales cadences to qualify leads and create opportunities for sales leadership</li> <li>• Form and maintain lasting relationships with potential customers to really set the tone for what it's like to work with Paper-Less</li> <li>• Keep our CRM (Salesforce) up to date with lead data</li> <li>• Route qualified leads to the Director, Software Sales</li> <li>• Work alongside the marketing team to relay feedback and insights from discovery calls with leads to be integrated into our campaigns</li> <li>• Achieve provided sales quota</li> <li>• Additional tasks related to sales process and leads, as assigned</li> </ul> <p><b>QUALIFICATIONS &amp; EDUCATION REQUIREMENTS:</b></p> <ul style="list-style-type: none"> <li>• Two plus years of inside sales or business-to-business SaaS sales experience</li> </ul>			



- Ability to get take initiative and work independently, when necessary, to come up with ideas and carry them out
- Ability to collaborate and seek out opportunities to learn from others, solicit honest feedback and always have the best interests of the team and our customers in mind
- Desire to expand your knowledge base and explore concepts and ideas that are new and unfamiliar
- Ability to identify mistakes and quickly adjust approach when confronted with new information or perspective
- Highly structured, disciplined and organized in creating and executing operational processes to ensure a consistent, repeatable outcome
- Possess a competitive spirit and desire to meet and exceed sales goals
- Comfortable with cold calling and outbound prospecting. Fearless drive and realize sales development is about pushing through the “no” to get to the “yes”.
- Strong ability to use and navigate Microsoft Office Suite
- Experience with CRM (preferably SFDC)
- High-level organizational skills and professionalism
- Excellent communication skills
- Strong attention to detail
- Ability to occasionally travel to shows