

Business Development Representative

Job Description

I. Position Title: Business Development Representative (BDR)

II. Summary of Role:

We are looking for a high-energy, driven professional with sound business insight, strong technical aptitude and natural sales instincts to join the WolfePak Software sales organization in Dallas, Texas. WolfePak's BDRs are the front line of the sales process and spend their days prospecting and cold calling as well as developing leads from marketing campaigns. Success is measured by the quantity of developed opportunities, the quality of opportunities developed and the seamless handoff of those opportunities to our Account Executive Sales team.

III. Qualifications:

- Bachelor's degree required
- B2B technology experience preferred
- 1-3 years customer service or inside sales experience
- Proven track record for delighting customers and improving customer service
- Excellent interpersonal skills coupled with effective communication skills
- Self-confident, self-directed, forward thinking, detailed-oriented
- Experience with salesforce.com CRM system a plus

IV. Key Responsibilities:

- Respond to incoming web and phone inquiries regarding WolfePak products and qualify as sales opportunities
- Provide WolfePak prospects and customers with a great first impression by delivering premier customer service and a stellar overall experience
- Maintain active engagement with new and existing leads through creative follow-up communications designed to increase customer interest in WolfePak products
- Partner with our Account Executives to fill their pipeline and develop your skills
- Create and prioritize strategic target account lists within a defined territory
- Build new account contacts and supplement contacts for existing accounts using research, outbound communications and strategic calling campaigns.
- Proactively generate new business opportunities with new and existing accounts to fuel WolfePak Software's growth
- Conduct high level conversations with senior executives in prospect accounts
- Evangelize WolfePak's Oil & Gas suite of software products
- Achieve monthly quotas of qualified opportunities and closed business

VI. Benefits: WolfePak offers a casual business work environment, generous PTO, and a competitive compensation structure that includes sales commissions, 100% employee paid health insurance and a matching 401(k)-retirement plan. We have a positive culture designed around the philosophy of mutual respect and the challenge of contributing to the continued success of our organization. WolfePak is dedicated to individual growth opportunities and would love the opportunity to discuss with you in more detail!

WolfePak is an equal opportunity employer.