



# JOB POSTING

## Position: Business Development Representative

### Description

- We are looking to grow our sales team by adding a Business Development Representative. This position will be primarily responsible for lead generation and qualification and managing the sales cycle for small-to-medium-sized businesses. We teach you everything you need to know about B2B sales and will have you closing deals left and right.
- This job will primarily focus on inbound lead qualification, lead generation, and qualification for outbound efforts, providing demos of our platform, and onboarding new small-to-medium-sized business clients.
- Secondary responsibilities include working to renew and grow existing client accounts.
- We prize healthy teamwork and maintain a culture of respect, cooperation, professionalism, and playfulness within our group.
- As a startup, we work well within ambiguity and are not afraid to take on additional roles as needed, approaching each day with a high level of energy and the flexibility necessary to get things done quickly and effectively.

### Responsibilities

- Manage all incoming sales leads from small-to-medium-size companies and oversee the complete sales cycle. This includes providing live product demos and personalized pricing proposals to assist in the buying decision.
- Lead qualification and generation for outbound sales efforts.
- Negotiate and oversee renewal contracts.
- Assist in development of sales collateral.
- Perform all manner of peripheral tasks and work as is common in a startup.

### Qualifications

- Two years sales experience (B2B preferred).
- Bachelor's Degree or additional two years' experience working in sales.
- Communication skills are a must! Be able to comfortably communicate with clients and team members in writing, over the phone, and in person.
- Familiarity with CRM software and other online sales tools is desired, experience demonstrating software online for prospects is even better.
- If you have exceptional organization and time management skills, we want to talk with you!
- The ideal candidate values attention to detail and prioritizes customer service.
- Bilingual skills are always a bonus, we work with clients all over the world.



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## The Perks

- Compensation package includes both base pay and sales commission.
- Quarterly sales bonus for meeting targets.
- Attractive insurance package.
- Work both in the office and from home!
- Vacation / sick time provided so you can get away when you need to.
- Flexible and fun work environment, make money and friends!

## How to apply

- Applicants should submit a resume and cover letter to [work@walkertracker.com](mailto:work@walkertracker.com)
- Seeing as Walker Tracker is a step-tracking platform, we would love to hear the funniest walking story you have to offer (your story or a friend's story—real or fake). This is not a requirement, but encouraged because we appreciate good humor!

**Job Type:** Full-time

*Be Healthy. Love Life.*