



JOB POSTING

Business Development Representative

US:

Walker Tracker is a team of incredibly dedicated health and wellness enthusiasts. We are on a mission to empower organizations and their members to live healthier, happier and more meaningful lives through physical activity, social connections and above all else, inclusivity.

We're thrilled to be growing our team and are currently looking for a motivated and ambitious Business Development Representative. We prize healthy teamwork and maintain a culture of respect, cooperation, professionalism, and playfulness within our group. We're a small but mighty team; 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.

YOU:

Thrive in a hands-on environment – you like helping your peers for the common good and jump in where you are needed.

Enjoy speaking with people and building relationships. You relate well to others. You aren't afraid to hop on a demo or phone call to chat.

Are SaaS-y, perhaps? You are aware of what a SaaS (Software as a Service) company does and are excited by this!

The Position:

- This position will be primarily responsible for managing the sales process for our small- to medium-size business program.
- This job will include responding to inbound leads, providing demos of our platform, and onboarding new clients, as well as working with existing clients to retain and grow their programs.

Responsibilities

- Manage all incoming sales leads from small- to medium-size companies and oversee the complete sales cycle.
- Manage drip campaigns and respond to leads according to importance/potential in a timely manner.
- Provide website demos to prospective clients.
- Prepare proposals for customers based on their size and needs, within the scope of what Walker Tracker can do for them.
- Manage, negotiate, and develop renewal contracts as may be applicable.
- Perform all manner of peripheral tasks and work as is common in a startup.

Qualifications

- 2 years sales experience (B2B preferred).
- Bachelor Degree or additional 2 years work experience in sales.
- Communication skills are a must! We want someone who can comfortably communicate with clients and team members in writing, over the phone, and in person.

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- Familiarity with CRM software and other online sales tools is great, and 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 details and prioritizes customer service!
- Bilingual skills are always a bonus, as we work with clients all over the world.

The Perks

- Compensation package includes both base pay and sales commission.
- Quarterly sales bonus for meeting targets.
- Attractive health 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.

How to apply

- Please send a cover letter and your c.v. to Stephanie@walkertracker.com

Job Type: Full-time with compensation 50/50 salary and commission.

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