

Business Development Representative

Constellation Dealership Software companies, Ideal, c-Systems and Charter, have developed the largest database of dealership transactional sales, inventory position and task completion information in the Outdoor Power Equipment (OPE) market.

Ideal Computer Software is looking for a Business Development Representative (BDR) who is looking to take the next step in their career and grow within a successful company. The BDR will be joining the team at an exciting time as we continue to grow within the outdoor power equipment industry.

Responsibilities:

- Initiate the sales process on behalf of your customers
- Strive to exceed daily KPIs
- Manage activity in CRM
- Augment and clean up data in CRM
- Conduct high level conversations with business owners
- Lead generation by developing and qualifying prospects
- Work with Territory Sales Executives to source new business deals

Qualifications:

- Bachelor's degree, or 1-year previous sales experience
- Strong interpersonal communication skills (verbal & written)
- Ability to learn quickly and think analytically
- Track record of success meeting quotas
- Cold calling experience preferred
- CRM experience is a must

Location: Arlington, TX is preferred, but not mandatory
Permanent, Direct Hire

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.