



Business Development Representative (BDR)

IDS, part of Constellation Dealership Group

The Business

IDS, Integrated Dealer Systems, is the leading provider of complete software solutions for RV, marine, and trailer dealerships. Our software helps dealerships to position themselves for growth, financing, acquisition, or IPO. Our customers are among the largest RV and Marine dealerships, and we are proud to be their trusted technology partner

The Role

We are looking to hire a BDR who will help us gather information about and drive engagement within our target market. Ideally the candidate is a natural “hunter” who enjoys looking for new opportunities and testing out new prospecting tactics.

The BDR team sits between our marketing team and our Account Executives. BDR’s will work closely with both groups to facilitate target market coverage.

What can you expect to do in the position?

- Cold call into identified target market
- Update all the relevant information in Salesforce
- Create awareness of and boost interest in IDS
- Identify an interested prospect and collaborate with Account Executive
- Developing in depth industry knowledge
- Managing activities and data within our Salesforce CRM

Qualifications

- 1-2 years of software sales and/or business development experience
- Sales Acumen: Strong oral communication skills, advanced cold calling skills (managing the gatekeeper and quickly establishing rapport), lead conversations off-script, comfortably interact with senior business owners
- Coachable mentality: appreciates and seeks out constructive feedback
- Analytical mindset: understands the value and insights from our metrics
- Experience with a CRM (Salesforce + Pardot preferred)
- A competitive and continuous improvement mindset

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