



Business Development Representative

Location: remote

Our Company:

Dealer Information Systems Corporation (DIS) is a leading business management software provider to agricultural, construction, truck refrigeration, and lift truck dealers in North America. Founded in 1980, based out of Bellingham WA (USA); we are a team of 150+ professionals providing Software, Hardware, and Network Management solutions for our North American customers.

Company Profile: <https://www.discorp.com/>

We are looking to hire a **Business Development Representative** who will help us in driving engagement within our target market accounts, sourcing new business. They will also gather insights and improve the quality of our database. The ideal candidate is a proactive 'hunter', adept at phone communication and enthusiastic about experimenting with innovative prospecting tactics.

This role will sit between our sales and marketing teams and will work closely with both groups to facilitate target market coverage.

Job Responsibilities:

- Cold call into identified target market and update all the relevant information in Salesforce
- Create awareness of and boost interest in DIS
- Identify an interested prospect and collaborate with Account Executive
- Manage the relationship with a specific list of existing customer accounts
- Develop in -depth industry knowledge

Competencies:

- Sales Acumen: Strong oral communication skills, cold calling skills (managing the gatekeeper and quickly establishing rapport), lead conversations off-script, comfortable interacting with mature business owners.
- Coachable mentality: appreciates and seeks out constructive feedback
- Analytical mindset: understands the value and insights from our metrics
- Results driven, high energy, competitive

Qualifications:

- 2-4 years of business development experience
- Strong experience with a CRM (Salesforce preferred)
- Post-secondary degree or equivalent

Nice to have:

- Experience selling to or working with dealerships
- Interest in moving to an Account Executive role (involving some travel)

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