



Outside Sales Business Development Representative (BDR)

Position: Outside Sales BDR

Type: Part-Time Intern w/ Potential to Full-Time Position

Salary/Pay: Base commensurate with experience (\$12 - \$20 hour), plus \$50 per legitimate lead appointment

Apply at: www.nexusitc.net/career/

Are you a High Yield Sales Pro that's ready for a new challenge?

- Feel like you've hit a ceiling with your present-day Sales Job?
- Ready to take on the commitment of building strong business relationships?
- Ready to get out from behind a phone book and start making a real impact?

Well, you're reading this, Good. This may be the opportunity, you've been looking for.

Nexus IT a premier IT Services company that feeds the technology demands and network needs of small and medium-sized businesses in the Northern Utah market. Each of us makes up a brilliant team of dedicated intellectuals, with every role; serving an absolute purpose. We are looking for people who will be part of our team and embrace our core values.

That's where you come in... Keep reading, it gets better.

Nexus IT is looking to hire an Outside Sales Professional, whose primary responsibility is to ensure that every sales opportunity is engaged and when applicable, closing new business. When performed expertly, our prospective clients are engaged with respect, care and courtesy; developing strong business relationships. The following skills will excel in this position:

- An expert-level ability to use and follow a proven sales methodology
- The capacity to train upon & consistently execute a proven sales process
- The ability to learn & utilize a CRM to track sales opportunities and activities

Now, let's talk about 'Why you'd want to work here.

Yes, we have benefits, nearly everyone does. We will train you, how to utilize our proven sales processes, and support you as a proven sales performer, each and every day. We have a competitive salary range, and it's reserved for the right candidate to learn in the interview process.

Ready for the next step? Good, here are a few final details to consider...

We do not believe that being career-stuck is a strategy. We expect to retain the best and that's why we are so bold about what we want – because we expect to find it. Send in your Cover Letter and Resume, to: **admin@nexusitc.net** and be sure to list in the cover letter, why this specific role fits into your career path.

Only submissions with these articulations will be considered. Only local applicants need apply.



General Summary:

An Outside Sales Professional's primary responsibility will be to connect with businesses in our market that can benefit from our service offerings through event attendance, in-person conversations, networking, phone prospecting, social media engagements (minimal), and canvassing.

Essential Duties and Responsibilities:

The BDR position will be responsible for setting appointments for the senior sales team. Other responsibilities of this role include, but not limited to:

- Networking
- Social Media Engagement
- Canvassing
- Telephone sales - cold calls and warm calls
- Schedule appointments over the telephone to meet with owner and input appointment details into the contact relationship management system
- Explain the product or service to potential customers
- Deliver solid personable conversations to suspects over the phone or in-person
- Record customer details including reaction to the product or service offered in CRM
- Confirm appointments with owner and senior sales team
- Answer telephone calls from potential customers who are responding to marketing efforts
- Utilize social media to learn more about potential customers
- Coordinate with marketing team for call timing and campaign follow up
- Follow company policies and procedures

Knowledge, Skills, and/or Abilities Required:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Minimum of 2+ years of sales experience or education
- Experience with Information Technology products and services preferred
- Ability to communicate technical concepts in clear, concise, benefit-oriented language
- Ability to problem solve
- Consistently develop creative and tangible solutions for clients
- Excellent written and verbal communication and interpersonal skills
- Deep understanding of the company's target market, USP and products.
- Deep understanding of educational direct response marketing.
- Excellent organizational, time management and problem-solving skills.
- Ability to write effective sales copy (basic sales copywriting).
- Excellent attention to detail.
- Advanced skills with CRMs, Microsoft Word, Outlook, and Excel. Candidate must be able to work with database files, Excel spreadsheets containing data, and mail merge functions in Word.
- Ability to properly format marketing and sales communications, e-mails, social media posts, documents and sales letters.
- Ability to create a sales schedule and follow it.
- Ability to take on responsibility instead of making excuses.
- Ability to work under deadlines and on schedule.
- Ability to plan work so that it is completed on time.
- Ability to perform at a high-level with a high-performance team and meet position quotas



Educational/Vocational/Previous Experience Recommendations:

- Minimum of High School Diploma
- Secondary Education or Sales Training Certification Preferred
- Prior Sales/Appointment Setting Experience Preferred

Working Conditions:

- Normal professional, office environment.
- On-site Networking Events throughout the Northern Utah Metropolis (sometimes out of town events are required)
 - o A reliable working vehicle to attend events. Vehicle usage is reimbursed at the standard IRS rate
- Opportunity to telecommute for some candidates

The statements above are intended to describe the general nature and level of work being performed by people assigned to this job. Other duties may be assigned as needed or required.

Measurements Of Accountability:

- Meet Monthly & Weekly Goals of Appointments and Calls
- 150-200 Calls Per a Week
- 3-5 Appointments Per Week