

Business Development Representative

About Us:

[Innovent Solutions](#) provides services and solutions for Search, Business Intelligence and eCommerce technologies. We have helped numerous eCommerce merchants deploy search solutions that optimize product visibility and deliver a feature-rich search experience to shoppers. Our solutions leverage merchandising techniques to boost product visibility as well as integrate metric-driven information to improve search relevancy and product conversion. We develop and sell [FindTuner](#), a powerful search merchandising solution designed to create engaging search experiences that convert shoppers into buyers. FindTuner shows shoppers the products they want to buy, continually improves shopper experience with machine learning, responds to shopper behavior and trends, and remove barriers to superior search. FindTuner works with any site powered by Apache Solr and has prebuilt integration with SAP Commerce Cloud.

Why We Need You:

As a Business Development Representative, you'll be responsible for outbound prospecting within new clients as well as technology and systems integration partners. You will collaborate closely with team members to generate qualified sales leads, set meetings that yield new deal opportunities and assist with closing high-quality opportunities. Selling services is desirable but not necessary. You will be responsible for all activities related to qualifying and developing new business nationally as well as developing new business relationships. The ideal candidate has experience in the eCommerce search and merchandising industry and has a proven track record of developing and executing detailed sales strategies.

What You Will Do:

Candidates must have a minimum two years software or technology business development experience. Essential duties include:

- Research organizations and individuals to identify new prospects
- Identify and reach decision-makers at target companies
- Qualify key accounts and prospects to generate interest, and nurture into revenue through well planned and executed efforts
- Source new sales opportunities through inbound lead follow-up, outbound cold calls, emails and social selling
- Conduct a high volume of outbound communications on a daily basis through a multitude of mediums, to establish rapport with prospective clients and setup business development meetings.
- Achieve monthly quotas + daily KPI's of 50 calls per day
- Become intimately familiar with our product offering to competently present to prospects
- Understand customer needs to identify and promote our solutions
- Prioritize and organize day-to-day activities to ensure all sales quota and management objectives are met
- Report, track, and manage sales activities and results within our CRM system
- Hand-off qualified leads to Sales Executives for further development and closure
- Support the development of improved sales operations as we grow the sales team
- Travel up to 20% for tradeshow and similar networking events



Who You Are:

Personal qualities are equally important as specific experience, and in general candidates will have:

- Experience in a startup/small company environment
- Tenaciousness in pursuit of meeting or exceeding your sales plan
- Superb communication skills both written and verbal
- Exceptional sourcing skills to uncover potential customers and decision-makers
- Humble personality and collaborative team player that is willing to help wherever needed
- Minimum 2 years of software or technology inside sales experience
- Solid familiarity with LinkedIn Navigator, Zoominfo, Crunchbase or similar
- Tech-savvy and willing to learn new tools
- Experience working with SAP Commerce (Hybris) customers is a huge plus
- Bachelor's degree.
- US Citizen or Permanent Resident (Green) Card
- Strong relationship management and teamwork skills.
- Ability to work independently and remotely.

Location:

Anywhere the right person resides although central or eastern US is desirable. Minimal travel expected but must be willing as needed.

Contact:

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