

# business development representative ●



r//evolution is seeking a Business Development Representative (BDR) to join their team.

## ABOUT THE ROLE

As a Business Development Representative your role is to seek out and engage “good fit” companies through strategic prospecting. To do this you will leverage r//evolution’s existing leads and generate new interest through calls, emails and social media messaging.

When connecting with a prospect you will learn about their business challenges to determine whether or not r//evolution’s services will serve as a solution. When you have identified a qualified prospect, your goal is to concisely communicate the value of r//evolution and gain interest in a deeper conversation with a Marketing Specialist.

As r//evolution’s first BDR you will have a close working relationship with the two Directors. You will also liaise with other members of the r//evolution team to develop innovative strategies for uncovering new opportunities.

## Curious about the day-to-day? Here is what you could be doing on a daily basis:

- Conduct high volume prospecting for qualified leads
- Work closely and collaboratively with a business director to develop and implement appropriate prospect strategies and plans
- Conduct needs assessments calls with specific prospects as assigned
- Schedule follow up calls for Heads of Service and Directors

## Curious if you’re a fit? Here are some of the skillsets that we’re looking for:

- Fluency in English
- Previous successful sales prospecting experience OR a strong interest in a selling role
- The ability and desire to work in a fast-paced challenging environment
- The desire to meet and exceed measurable performance goals
- The ability to deal and address objections
- A fanatical attention to detail
- Strong organizational and time management skills
- A sharp focus on your goals
- Tons of energy, passion, humour, compassion, and enthusiasm
- An honours Bachelors Degree

## In exchange, you can expect to receive the following benefits;

- Superb training, designed to kick-start your sales career
- Pension
- Health Insurance
- Laptop
- 20 days holidays (plus 3 discretionary days over the Christmas period)
- Gym Benefit

This position offers a base salary and commission. As our first BDR, this position is your opportunity to kick start your career in Sales at r//evolution. If you demonstrate high performance and commitment you will have the opportunity for swift career development and advancement within sales.

## GET IN TOUCH

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