



Business Development Rep. (Entry Level) – Boise, ID

Job Overview

We're currently hiring a Business Development Representative to join our team. This role involves starting relationships with people in our target market. Your work at the beginning stage of these relationships helps us to find and begin to serve new customers.

This is an excellent opportunity for someone who is relatively new in their career and looking to work and learn together with a highly-motivated team. We need someone who is persistent and loves getting to know new people.

Business Development Representative Responsibilities:

- Understanding our buyer personas and the needs and "pains" of our target market
- Generating and qualifying leads
- Cold-calling and cold-emailing qualified prospects
- Writing and adapting email scripts and outreach sequences
- Using social selling techniques to attract and source leads
- Updating and keeping detailed notes in our CRM
- Brainstorming and executing new strategies to attract our target market
- Working together with the team to establish and share prospecting techniques that work
- Keeping up to date on trends and news from the industry, our competitors, and our target market
- Trying out and using various prospecting tools and software
- Networking, face-to-face meetings, and any other activities that help to generate and close leads
- Helping to create updates and reports for presentation to management
- Other duties as assigned
- Business Development Representative Qualifications:
- Completed Post-Secondary education in Marketing, Business, or a related field of study (college or university level)
- Six months or more experience in a sales or customer service role
- Interpersonal communication skills are crucial for this position
- Must be comfortable with cold-selling via email and telephone

Must be located in Boise, Idaho and a U.S. Citizen.

We are an Equal Opportunity Employer.

To Apply:

Please send your resume to Resume@dlzpgroup.com.