

Business Development Specialist

Awards Network is a fast paced, technology driven company that designs, implements and manages employee recognition and reward programs for clients across the country. Our employees are energetic and enthusiastic, willing to spend the time and effort to proactively and creatively meet our clients' needs and expectations.

We are looking for a motivated individual who thrives by exceeding personal and professional expectations, while positively interacting in a team setting. Business Development Specialists are vital members of the sales team and are responsible for analyzing new inbound leads, developing relationships with qualified leads and finding an ideal solution for each organization's unique need. Our marketing approach ensures our sales staff does not need to cold call or prospect for leads.

Responsibilities:

- Rate, qualify and respond to new inquiries executed by inbound marketing activities
- Reach out to potential clients via email and phone on a daily basis
- Actively engage and identify specific needs of potential clients in order to present customized solutions
- Provide online demonstrations of Awards Network's program offerings and engagement solutions
- Continue to cultivate relationships with sold clients to further develop program expansion opportunities
- Work with multiple internal teams to ensure sold account timelines, goals & objectives are met

Requirements:

- Exceptional verbal and written communication skills
- Confidence conversing via phone and email
- Self-motivated and driven to meet both personal and company-wide goals
- Coachable & adaptable to an ever-evolving environment requiring interaction with multiple internal teams
- Ability to work within a team and contribute to a positive, supportive environment
- Possess decision making, problem solving and creative thinking skills
- Experience with Microsoft Outlook and ability to maintain detailed & organized notes in a CRM system
- 1 - 2 years of consultative selling in a professional environment preferred
- Bachelor's degree preferred

Benefits:

At Awards Network, we ask a lot of our employees, which is why we give so much in return. In addition to a competitive salary, medical/vision/life plan and Simple IRA other perks include:

- Flexibility: Everyone is busy in today's world. Our employees find flexibility when needed in their day.
- Time off: Generous paid vacation plan with additional days built into other periods of the year.
- Bonus Plan: We continue to grow as an organization. That growth is shared with our employees.
- Dress: Our work environment is professional yet casual at the same time. Work comfortable.

This is a full-time position offering base salary + uncapped commission. Interested candidates should provide a cover letter and resume.