

# We are in search of a Business Development Representative

Phonism is the world's leading automation platform to deploy, manage, secure, and migrate SIP devices at scale. Phonism delivers a universal way to manage the complexities of multi-vendor device management with a powerful SaaS platform for anyone selling or supporting cloud communications solutions. The focus of this position will be to engage with new prospects and drive marketing initiatives. This role has fantastic career potential and the ability to make connections with some of the most strategic partners and customers in the industry.

## Responsibilities

- ▶ Qualify leads from marketing campaigns
- ▶ Contact potential clients through cold calls, emails and social media
- ▶ Track/report progress, sales pipelines and forecasting
- ▶ Understand and convey our value story
- ▶ Identify client needs and provide guidance on solutions
- ▶ Leverage market intelligence/research to focus marketing efforts
- ▶ Set up meetings between prospective clients and Phonism
- ▶ Participate in career development education to accelerate professional and personal growth in sales/marketing and industry knowledge

## Experience & Qualifications

- ▶ Bachelor or Associates degree in Sales, Marketing, Business Administration, Communication or Technology
- ▶ Proven experience as a Business Development Rep or similar role
- ▶ Hands-on experience with multiple sales techniques (cold calls, email, social media, etc.)
- ▶ CRM software experience - Hubspot/Salesforce, etc.
- ▶ Excellent communication and negotiation skills
- ▶ Ability to deliver engaging presentations

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