

BUSINESS DEVELOPMENT SPECIALIST

Description

Provide client relationship development and sales support by working independently as well as collaboratively as part of our sales team. The full-time Business Development Specialist will be located in Tampa, FL and will be responsible for lead generation and direct sales to companies requiring A-LIGN's services. A-LIGN supports its sales through the use of Salesforce.

Our Values

At A-LIGN, our Big Vision is to relentlessly exceed expectations through extraordinary people, innovative technology, and unwavering dedication to our people and the clients that we serve. Our unique values: be "all in," commit to quality, innovate constantly and do the right thing, always, set us apart from those that simply strive to meet your expectations. We work where dedication and quality meet. We're all in, are you?

What It Takes to Do this Job

- Outgoing personality
- High degree of self-motivation
- Excellent organizational skills
- Outstanding communication skills
- Current Driver's License and ability to travel occasionally

Duties and Responsibilities

This individual will conduct outbound sales calls to companies who require A-LIGN's services but contract A-LIGN's competitors. The Business Development Specialist has a \$100,000 per month sales goal, will work closely with and report to the VP of Business Development.

Key duties and responsibilities:

- Calling/emailing known targets to support A-LIGN's sales strategy
- Accurately tracking targets and communications through the use of Salesforce
- Learning the nature of our work, industry terminology, etc., to represent our firm in a professional manner

Minimum Qualifications

- Four (4) year degree in Marketing, Sales or Finance
- At least one (1) year experience in Sales or Marketing role or one (1) year of experience in Professional Services/Auditing
- Strong computer/Microsoft Office skills
- Working knowledge of Salesforce.com preferred
- Ability to work individually as well as part of a team
- Ability to meet goals and deadlines and follow oral and written instructions
- A high degree of flexibility and professionalism

Please send your resume to careers@a-lign.com, or call

Nicole Kraft at +1-888-702-5446 x251