

Business Development Representative

Why it's worth it:

Are you a competitive self-starter who is passionate about sales? As a Business Development Representative intern or full-time teammate, you will have the chance to connect ReliaQuest to the world's most trusted brands and build relationships with thought leaders in one of the fastest growing industries. In addition to the uncapped commission and unmatched sales training you will receive, you will make a direct impact on ReliaQuest's exponential growth and global expansion, while you grow your career in a promote from within culture. Ultimately, pursuing this position at RQ will have you work alongside some of the most talented people in the business as well as open the doors to a long and successful sales career.

Location Opportunities:

ReliaQuest offers dynamic career opportunities across multiple locations: Tampa, Las Vegas, and London. These hubs of innovation provide the perfect environment for collaboration and professional growth as we expand our global presence. For those interested in an internship experience, our summer internship program takes place in Tampa, offering an immersive opportunity to learn, contribute, and grow at the heart of our operations.

The everyday hustle:

- Research accounts, identify key players, and generate interest by leveraging the knowledge of the Cyber Security industry and ReliaQuest's platform, GreyMatter.
- Source new sales opportunities through inbound lead follow-up, outbound cold calls, and emails within a given geographic market.
- Understand customer needs and requirements and communicate product features/benefits clearly, consistently, and with integrity.
- Enter applicable data into CRM database in a timely manner to actively track, analyze, and report against opportunities.
- Establish a ranking for each prospect in our database to represent the value they serve to the organization.
- Maintain and expand your book of business through creative outreach strategies.
- Route qualified opportunities to the appropriate sales executives with urgency for further development and closure.
- Assist with pre-event confirmations and post-event follow up in order to keep prospects engaged.
- Follow-Up on Requests for Information (RFI) and be able to educate prospects and partners on our value and their return on investment.
- Team with channel partners to build pipeline and work to plan, implement, and lead the new business sales expansion.
- Ensure a culture of accountability, adaptability, helpfulness, and focus to better support our customers, partners, and fellow team members.

Do you have what it takes?

- Completed bachelor's degree or higher education.
- Passion for sales.
- Excellent verbal and written communications skills.
- Ability to multi-task, prioritize, and manage time effectively.
- Strong sense of urgency and a competitive edge.

What makes you uncommon?

- Experience working with Salesforce.com or similar CRM.
- Track record of over-achieving quota.
- Strong phone presence and experience in making 50+ cold calls a day.
- Proficient with corporate productivity and web presentation tools.
- Face to face/B2B sales experience.