



Business Development Representative

Sales Full-time, Dallas

Description

Why BirdEye?

There's been a fundamental shift in how we buy and sell. Once, business began with an introduction and ended in a transaction. Then came subscriptions and recurring relationships. Now we live in an Experience Economy, where customers are everything.

The world of Customer Experience (CX) is exploding and BirdEye is democratizing access to it. We bring omnichannel CX to businesses from main street to the Fortune 500. We're on a mission to empower businesses to meet, convert, and thrive with their customers.

We do it for the customers who need the best, the business innovators bringing it to them, and the global team here building it all. With BirdEye, companies can put customers at the core of every business decision, turning feedback into insights, insights into action, and customer happiness into revenue.

Founded in 2012, BirdEye is headquartered in Silicon Valley. In 2019, BirdEye was ranked #1 in Online Reputation Management and #60 in the "100 Best Software Companies" in the world by G2 Crowd. BirdEye is backed by Salesforce founder Marc Benioff, Yahoo co-founder Jerry Yang, Trinity Ventures and World Innovation Lab.

WHAT YOU'LL DO:

As a Business Development Representative, you will drive BirdEye forward by generating and qualifying a high-quality pipeline for our Account Executive team. Sitting at the top of our sales funnel, you will have the opportunity to create a great first impression for prospective clients and effectively articulate the value proposition of BirdEye. By using strategic research and a technology suite, you will identify, nurture, and qualify new leads to generate well researched, qualified meetings for our Account Executive team.

You will be a part of a collaborative sales culture dedicated to innovation and the development of its team members, while maintaining a fun and rewarding atmosphere. As a valuable contributor to the BDR team, you will have growth opportunities into upper sales positions.

Responsibilities

- Create a lasting and positive first impression of BirdEye for our prospects
- Become an expert at articulating our value proposition to anyone who asks (or who doesn't ask)
- Create successful cold calling and email campaigns targeting new prospects
- Partner with our account executive team to help generate meetings, build sales pipeline and drive deals
- Discover new leads through internet research and social media monitoring/messaging, using tools such as LinkedIn Navigator
- Manage prospecting status, data integrity, and forecasting in Salesforce
- Identifying champions and key stakeholders within target accounts
- Meet all key performance metrics and goals on a weekly and monthly basis



To learn more, please visit: <https://birdeye.com>

Requirements

- You have a bachelor's degree or equivalent practical experience
- 0-2 years cold calling, D2D or direct consultative sales experience
- Experience working with a CRM or sales enablement tool (salesloft, outreach, etc.)
- Drive to succeed and be promoted
- Excellent written & verbal communication skills
- Highly organized and able to adapt to changing priorities
- Coachable and resilient in the face of objections and rejection
- Exceptional listening skills combined with the ability to synthesize information

Benefits

- Employer paid benefits with multiple health plan options (HSA, PPO)
- Unlimited PTO
- 401(k) with company match
- Flexible work from home options available
- Maternity & Paternity Leave
- Employee Resource Groups - network with like-minded "Birds"
- Abundant opportunities that come with a dynamic and fast-growing organization!