2022 Campus Recruiting: Business Development Representative

Houston, TX

Mission:

We are seeking Business Development Representatives to join our growing sales team. You will qualify leads, build relationships with prospective customers, network with partners, and generate new opportunities in Bill.com’s Direct Channel.

Professional Experience/Background to be successful in this role:

- Bachelor's degree, graduating between May 2022 and July 2022
- Preferred 1-2 years of experience in Sales Development, Lead Generation or Sales (direct channel background and/or SaaS)
- Excitement to exceed high-volume opportunity generation/sales quotas in hyper-growth, goal-focused environments
- Organized and process-oriented while being creative and willing to try new approaches
- Ability to multi-task, prioritize, and manage time effectively
- Confident, articulate phone presence and written communication skills – ability to initiate discussions with executive-level decision makers
- Ability to quickly pick up Sales technology such as Salesforce.com and other best-of-breed Sales & Marketing productivity tools
- Experience using social networking tools to help research and connect with target contacts/accounts
- Ability to work full-time from our beautiful Houston office

Competencies (Attributes needed to be successful in this role):

- Learning Abilities/Tech Savvy
- Communication – Direct and highly articulate, exceptional writing skills
- Team Player - Good sense of humor, Humble, Competitive, Collaborative
- Highly motivated, goal-oriented, self-starting individual. Persistence and tenacity is key for success in this role.
- Organized, ability to multi-task, strong time-management skills
• Flexibility and Adaptability – things move fast around here!

**Expected Outcomes in 3, 6, or 12 months:**

• Within 30 days of employment
  • Develop a deep understanding of the **Bill.com** product offering, customer needs, and competitive landscape.
  • **Bill.com** product training certification.
  • Master **Bill.com** sales messaging. Internalize and effectively communicate the value proposition to prospective customers.
  • Learn the current **Bill.com** sales and business development tools and processes and understand key metrics for success in your role.

• Within 60 days of employment
  • Build opportunity pipeline by identifying key decision makers within target accounts using internal sales tools and other publicly available information.
  • Initiate and demonstrate ability to create connections with decision makers through outbound calls, email, social forums, and events.
  • Use **Salesforce.com** to build, manage, and maintain all data and intelligence gathered through research and prospect engagement. Track and report all activities and results using Salesforce.
  • Maintain in-depth knowledge of **Bill.com** products, industry trends, and competition.

• Within 90 days of employment
  • Meet all sales and performance objectives including daily activity target, monthly meeting, and sales qualified leads quota.
  • Represent **Bill.com** at industry conferences and regional events as needed.
  • Stay current on trends in the industry and developments in the Accounting space.
  • Provide closed-loop feedback to ensure continuous process optimization.

**Bill.com Culture:**

• Humble – No ego
• Fun – Celebrate the moments
• Authentic – We are who we are
• Passionate – Love what you do
• Dedicated – To each other and the customer

Our Applicant Privacy Notice describes how Bill.com treats the personal information it receives from applicants.