



Business Development Representative – Enterprise Sales

Summary:

The Business Development Representative is responsible for:

- Generating new revenue from target enterprise clients in the U.S and in Europe
- Understanding, demonstrating and presenting **Prescient Devices's** solutions to meet the business requirements of clients and to develop sales opportunities in assigned areas
- Driving the sales process from prospecting to closing deals

Our ideal candidate will be goal oriented, is a relentless hunter, driving to win new businesses, and has a track record of exceeding quarterly and yearly goals. This position requires a heavy amount of prospecting and you will need to possess excellent presentation and closing skills.

In addition, our ideal candidate will have the following characteristics:

- Understand hunting and expanding enterprise software sales opportunities to help customers grow their IoT and Edge Computing business
- Self-motivated and results oriented
- Have an outgoing, resilient personality
- Enjoy the thrill of the hunt by bringing in new business
- Be confident and not willing to accept average

Essential Functions include, but are not limited to:

- Building effective territory plan to identify top prospects and engage partners/resellers
- Manage installed accounts
- Pipeline development through cold calling, email campaigns and market research
- Managing strategic account relationships within territory
- Conducting in-person and remote meetings and presentations
- Responsible for attainment of sales targets against measured quota
- Performing other duties as required or directed

Skills & Qualifications:

- Education: Bachelor Degree or equivalent

Experience:



- 4+ years of experience selling into industrial and/or enterprise accounts
- Previous experience at companies and/or consulting firms involved in digital transformation
- Proven history of acquiring new logo business via direct sales model
- Proven track record of exceeding quota in field Enterprise software sales
- A demonstrated record of success in a fast paced, goal oriented environment
- Effectively able to overcome client objections and articulate the value of recommended solutions
- Strong problem solving and analytical ability are essential

Skills

- Required:
 - Strong understanding of data, networking, and IT infrastructure
 - Strong presenter and communicator
- Preferred:
 - IoT and/or Edge Computing knowledge and experience a plus
 - Node-RED and Open Source Software knowledge also a plus

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for their job. Duties, responsibilities, and activities may change at any time with or without notice.

Prescient Devices is an equal opportunity employer. At Prescient Devices we are committed to treating all Applicants fairly based on their abilities, achievements, and experience without regard to race, national origin, sex, age, disability, veteran status, sexual orientation, gender identity, or any other classification protected by law.