**Business Development Representative**

You will follow up on inbound leads and generate additional leads via research, investigation and prospecting using outbound email and phone calls to establish conversations with our Account Managers.

**Responsibilities**:

* Use a combination of tools such as LinkedIn and Salesforce.com, identify potential prospects
* Use a multi-touch email and phone follow up process to develop to contact researched prospects and develop sales qualified leads
* Follow up on inbound leads using a multi-touch email and phone follow up process to develop sales qualified leads
* Provide focused outreach and follow up in support of marketing events such as tradeshows, webinars, etc.
* Working with Salesforce.com track progress from marketing qualified prospects to sales qualified leads.

**Desired Skills and Experience**:

* 0-3 years experience in support of inside/outside sales teams
* Experience with Salesforce.com a strong plus but not required
* Strong organizational and multi-taking skills
* Self-motivated, team player with a strong sense of commitment and excellent verbal and written communication skills
* Bachelor’s degree required

**Please submit your resume in Word format (.doc) to kconklin@prelert.com**