

Job Title: Business Development Representative	Reports To: VP of Marketing and Business Development	Status: Full Time
Effective Date: September 1, 2015	Direct Reports: 0	FLSA: Salary, Non-Exempt
Purpose: <p>The Business Development Representative will focus primarily on generating demand and leads specific to growing NET(net)'s portfolio of IT Investment Optimization Services, including the WIN(win) SaaS platform, on a global basis. Qualified leads generated by the Business Development Representative are further progressed by NET(net)'s sales team (Client Services). The role includes direct support for inside sales including outbound calling, email campaign execution, lead creation, lead development, CRM administration, and general marketing administrative support activities. The position will be based in one of NET(net)'s regional offices (Holland, MI/Grand Cayman/London) preferably or can be virtual office based alternatively.</p>		
Essential Duties and Responsibilities: <p>This position requires an achievement oriented, proactive person with a disciplined demand generation approach to managing and growing an audience of potential prospects for NET(net) & WIN(win) products and services.</p> <ul style="list-style-type: none"> ▪ Inside Sales <ul style="list-style-type: none"> ○ Qualification <ul style="list-style-type: none"> ▪ Direct call and email qualification of leads and prospects in regular territories ○ Research <ul style="list-style-type: none"> ▪ Compile accurate and up to date company and senior management contact details of potential clients as needed, leveraging tools and resources ○ Territory Strategy <ul style="list-style-type: none"> ▪ Work with territory sales/Client Services leaders in strategy to drive regional lead and prospect funnels ▪ Marketing Administrative Support <ul style="list-style-type: none"> ○ Growing NET(net)/WIN(win) audience <ul style="list-style-type: none"> ▪ Support localized social media campaigns as needed ▪ Identify and quantify market opportunities for NET(net) SME's (subject matter experts) to exploit in assigned market(s) ○ Content Distribution <ul style="list-style-type: none"> ▪ Support dissemination of NET(net)/WIN(win) materials around white papers, E-books, case studies and other collateral to prospects ○ CRM Administration <ul style="list-style-type: none"> ▪ Manage and control information in/out of database ▪ New Account/Contact set up and creation ○ Campaigns <ul style="list-style-type: none"> ▪ Measure and analyze demand generation campaigns in assigned markets ▪ Support Territory Client Services leaders in regional focused initiatives ▪ Event Support <ul style="list-style-type: none"> ○ Regional <ul style="list-style-type: none"> ▪ Assist with planning regional events in support of building new prospect base ○ Virtual <ul style="list-style-type: none"> ▪ Organize regional webinars and or other virtual events in support of driving lead and prospect funnel 		

Competencies and Demonstrated Behaviors:

- **Intellectual Agility** that allows you to respond quickly to the changing landscape. Ability to adapt quickly in a fast-paced environment and capable of meeting aggressive timelines. Demonstrated ability to adapt strategies to situation specific requirements and various solutions.
- **Relentless positive energy and professionalism** when dealing with clients and team members
- **Orientation and Capability to Drive for Results** toward agreed upon goals and objectives
- **Process Orientation and Discipline** to ensure you leverage established methodologies, fulfill expected timelines, meet agreed upon targets and obtain expected results while maintaining information in the appropriate systems
- **Strong and Positive Personal Impact that includes Written and Oral Communication** and high quality delivery of presentations and meetings
- Demonstrated **Problem Solver** with ability to quickly develop unique/innovative situation specific solutions while working independently or collaborating with other NET(net) staff

Required Skills and Experience:

- Bachelors Degree plus 2 years Inside Sales or Marketing Support Experience
- Experience with calling potential clients and qualifying interest
- Marketing support around: Lead Development, Demand Generation, Content Distribution
- Strong Computer Knowledge including understanding of Microsoft CRM, Hubspot, and other SaaS tools
- Time Management, Attention to Detail, Organization, Establishment of Priorities
- Self-starter, Motivated, Takes Initiative, and Proactively Anticipates Needs of Others
- Ability to Work Autonomously in a virtual team environment or Under Direct Supervision
- Flexibility in Schedule
- Excellent Interpersonal and Communication Skills, Oral and Written
- Ability to Thrive in a Stimulating, Fast-Paced and Dynamic Work Environment
- Unwavering Commitment to NET(net)'s Values and Mission
- Ability to Multi-Task
- Multi-lingual skills a plus
 - EMEA based candidates: English, French, German and/or Spanish desired
 - Caribbean/LTAM based candidates: Proficiency in English, Spanish and Portuguese required

This position description does not represent an inclusive list of all duties encompassed in this position, but rather serves as a tool to assist the associate in this position. The existence of this description, or any other position description, does not in any way negate NET(net)'s "At Will" engagement status.

It has been NET(net)'s longstanding tradition, as well as our company policy, to treat all individuals with dignity and respect. We provide equal opportunities and will not discriminate in the engagement, promotion, or the transfer process on the basis of race, color, religion, sex, disability, age, height, weight, marital and family status, sexual orientation, or national origin.