



Business Development Representative

We're the movers and the shakers in the Columbus business world. It's our job to connect Columbus Chamber members with the resources they need to help their businesses thrive and make our community a better place.

The ideal candidate will be responsible to identify, qualify, communicate the Chamber value proposition, secure commitments and sign potential new Chamber members promoting a long-term relationship. The successful candidate will also have experience in implementing, tracking and achieving a prospecting plan, which includes:

- Developing and executing a prospecting plan with the goal to maintain or exceed the Chamber's membership number and membership revenue goals;
- Developing a prospecting strategy and plan in connection with the Vice President of Sales; gain concurrence and implement;
- Achieving established monthly target new membership goals;
- Targeting and developing prospecting plans for potential new members utilizing all available services from the Chamber;
- Knowledge of and demonstrated competence with contact management software, as well as Microsoft programs.

EXPERIENCE:

Two to three years of experience in an outside sales position with a documented ability to achieve new business development revenue objectives. The successful candidate will have a proven record of quota achievement preferably selling non-hardware related products and services. An undergraduate degree is preferred but not required.

JOB SUMMARY:

Operating as a member of the Columbus Chamber's Business Development team, the BDR is responsible for exceeding sales quotas through the execution of the established business plan. The BDR will also help to identify strategic market opportunities and key target prospects within each market.

THE RIGHT FIT:

Results oriented, self-starter, energetic, entrepreneurial individual placing primary focus on the organizational goals and objectives. Works well with others in a team oriented environment. Creative, logical, analytical person willing to try new approaches as may be required by the organization and the marketplace. Will be capable of determining the effectiveness of an approach and able to make the appropriate adjustment to achieve maximum results.

PRIMARY RESPONSIBILITIES:

- Achieving established new member and revenue objectives.
- Identify and pursue new member prospect opportunities within assigned territory through a targeted campaign which includes a large amount of cold calling both via phone and in person.
- Gain referrals from other members as well as other outside and internal sources for potential opportunities.
- Develop/Execute/Implement plans and measure results. Take appropriate corrective action where required. Communicate plans and results to senior management and cross-functional teams as required.
- Develop a pipeline and forecast sufficient enough to meet and ultimately exceed established goals. Communicate data on a weekly basis with senior management
- Establish and maintain top-level contact with senior decision makers of existing and potential members.
- Develop personal account management and communication plans and processes to cultivate senior level contacts.
- Establish strong relationships with key business leaders in the Central Ohio region.
- Analyze and interpret business sector economic and organizational information to formulate forecasts, estimates and projections that impacts BD initiatives.
- Maintain member records as needed for efficient account handling.
- Keep management informed of issues that could affect the growth and development of individuals, the department and/or the organization.
- Knowledge of and demonstrated competence with contact management software, as well as Microsoft Office programs.