

## Business Development Representative

Location: Cheltenham, Gloucestershire

### The Company:

In a world where digital plays an increasingly important part in every business, Digivante offers a truly unique solution for Digital Performance Management. Based out of Cheltenham, Digivante is growing at over 50% per annum and has over 250 customers including Next, Audi, Superdry, LV, Discovery Channel, BBC, HM Courts and Tribunals, along with dozens of other household names.

### About the Role:

As a Business Development Representative, your role is to seek out and engage with “good fit” companies through strategic prospecting. To do this you will generate new interest through calls, emails and social media messaging.

When connecting with a prospect you will learn about their business challenges to determine whether Digivante can serve as a solution. When you have identified a qualified prospect, your goal is to concisely communicate the value of Digivante and gain interest in a deeper conversation with a Solution Consultant.

You will have a working buddy relationship with two Sales Solutions Consultant’s Executives. Each day you will collaborate with Sales and your fellow BDRs to develop innovative strategies, uncovering new opportunities.

### In this role you’ll get to:

- Work closely and collaboratively with sales to develop and implement prospecting strategies
- Conduct high volume prospecting to qualify leads through calls, emails and social media
- Conduct qualification calls
- Own and maintain the data quality for your list of accounts
- Schedule proof of concepts and discovery calls for sales representatives
- Set yourself up for a successful career by learning the necessary fundamentals to be a great salesperson and leader

### We’re looking for people who have:

- A track record of high achievement
- Previous sales experience in B2B
- Desire to meet and exceed performance goals
- Are naturally curious and passionate
- Learns quickly / coachable
- The ability to deal and thrive on objections and rejection on a daily basis

### What's in it for you?

- Competitive Salary
- Top Rate Private Healthcare
- Pension Scheme
- Life, Income & Critical Illness cover
- Discounted Gym Membership
- Discounts on car, home, travel insurance
- Ride to work scheme
- Great working environment, fast paced and progressive, close family feel, friendly, informal and very social, target driven with rewards and social events