



Job Description

Job Title: Business Development Representative

FLSA Status: Exempt

Department: Business Development

Reports To: Director of Business Development

Location: Bentonville, AR

Travel: Occasional travel required

Are you looking for an opportunity to get your sales career off the ground? Do you want 2022 to be a new beginning? Are you ready to work in an environment that will help you achieve your potential?

If you are a performer and ready to change the trajectory of your career, we want to hear from you. You may discover how a career path at Nucleous® could be right for you.

Nucleous®, recognized as an Inc. 5000 fastest-growing private US company, develops technology solutions that help retail and consumer product companies streamline their business practices so they can operate with enhanced agility and increased efficiency.

The ideal candidate is a competitive self-starter that thrives in a fast-paced environment. You must be comfortable making dozens of calls per day, connecting via social media, working with decision-makers, generating interest, qualifying prospects, and working with the sales team to achieve sales success. We will provide you with the sales tools and marketing leads to build an excellent business.

Responsibilities

- Be the primary conduit for companies interested in our software
- Build and exceptional funnel of new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Be trained, mentored and coached to successfully execute sales processes and achieve sales success
- Prospect call preparation including company background research and other pertinent lead information
- Enter, update, and maintain CRM information on leads, prospects, and opportunities

Qualifications

- Bachelor's degree or equivalent experience in Business
- At least 2 - 4 years of sales experience
- Software Sales experience a plus
- Retail Merchandising experience is a plus
- Excellent written and verbal communication skills
- Excellent logic skills
- Ability to utilize LinkedIn Navigator is a plus
- Ability to multi-task, organize, and prioritize work
- High personal and professional ethics

The above job description is not intended to be an all-inclusive list of duties and standards of the position. You will work closely with your team leader to continuously adapt and grow to achieve your goals.

To Apply:

Email your resume along with a brief description of why this is the right job for you to careers@nucleous.com. In your subject line please include the position title and your first and last name.

We believe in Equal Opportunity, and we believe in helping talented people grow in their careers.