**Business Development Representative Job Description**

**Join Our Team**

We love what we do and we love where we work. We are a team of positive, hard-working, self-starting, supportive people, and we are proud to be part of the innovative community culture at the Atlanta Tech Village.

We have a small, symbiotic team that works both smart and hard. We spend less time making rules and more time developing amazing products and solutions. We are always looking for great people to help us build the best company and the best culture. If you think you would be a good fit for our team and have the skills to fill one of our open positions, we would love to hear from you.

**Position Overview**

**Business Development Representative**

**LOCATION:** Atlanta, GA

Searching for a career that is challenging and full of opportunities?

Gigabark is hiring. We still feel like a startup but function with the stability of a company that has been around for seven years.

We are currently hiring for a Business Development Representative to play a crucial role in helping us continue our rapid pace of growth. We offer competitive salaries and an extremely fun work environment.

The perfect candidate will be goal-oriented, a self-starter, a great communicator, a natural competitor, and will have a proficiency for translating technical concepts to business value. Though we have lots of fun and have a very relaxed environment, they must know how to meet deadlines and get work done on time (or ahead of schedule).

**Responsibilities**

* Have fun and be passionate about your work
* Generate new prospects in a B2B environment
* Use technology to research companies, identify key decision makers, and develop leads
* Cold-call businesses and organizations as needed (though we prefer “warm calls/leads”)
* Qualify leads for sales reps
* Connect directly with prospects via email and phone (and social media where necessary)
* Keep track of sales activities in CRM

**Requirements**

* BA/BS/MS (completed or in progress) with a strong academic record
* Excellent communication and relationship building skills
* Strong interest in technology and software
* Ability to write effectively and concisely
* Relationship nurturer - strong ability to quickly build trust and rapport
* Quick and thorough problem identifying and problem solving skills
* Ability to self-assign needs/tasks and find opportunities
* Ability to use MS Office effectively (Word, Excel, PowerPoint, etc)

*\*Sales experience is a plus but not required*

If you have excellent interpersonal skills, technical abilities, phone skills and are looking for your next great opportunity, you are who we are looking for.

**Perks**

* Office in Atlanta Tech Village in Buckhead (Atlanta, GA) – one of the top 10 largest entrepreneurial centers in the U.S.
* Free lunch on Fridays at Startup Chowdown
* Work from anywhere, anytime
* Take vacation whenever you want
* Casual dress all-day, everyday
* Access to all educational and networking events open to members at Atlanta Tech Village
* All you can eat snacks and drinks everyday – including Coke products and Octane Coffee
* Access to fitness classes such as yoga, boxing, zumba, le barre, bootcamp, and beginner and advanced run groups.
* Lounge areas complete with 70″ HDTVs, Xbox Kinects, and Apple TVs. Ping pong and shuffleboard tables in break room. Even a nap room!