



JOB OPPORTUNITY

BidNet is currently seeking to fill the position of:

Sales Development Representative

Location: Latham, NY

BidNet is the leading provider of government bid opportunities and business intelligence services to companies of all sizes. For more than 35 years, BidNet has helped clients identify and win government contracts. We have product solutions to fit all business needs under several brands including BidNet, GovernmentBids.com and Construction Bidboard.

Our proprietary technology and experienced research team help companies become more competitive in the federal, and state & local procurement marketplace by delivering targeted sales leads, market intelligence and a suite of information-management tools.

Reporting to the Sales and Client Support Manager, the Sales Development Representative works with both phone and email – as well as other online tools to generate leads and schedule online demonstrations with our Sales Consultants.

Key responsibilities of this position include:

- Make 100-150 calls daily to prospective clients
- Schedule prospect demo's with sales executives
- Work closely with sales and support teams to achieve client satisfaction and maximize revenue generation
- The ability to qualify prospects in order to direct them to the appropriate product and service options
- Demonstrate a keen understanding of the products and sales cycle
- Knowledge and understanding of the market
- Meet daily, weekly and monthly goals
- Adhere to quality assurance policies and procedures

QUALIFICATIONS

- High School diploma required
- Proven track record of meeting and exceeding goals in a competitive environment
- The ability to work in a fast-paced environment
- Highly self-motivated and self-disciplined with the ability to work independently
- Knowledge of sales strategies including cross-selling and up-selling
- Results oriented with the desire to grow professionally
- Proficient with computer programs such as Microsoft Office products and customer service systems, as well as the ability to learn and work with other online tools

- Strong verbal and written communication skills, including excellent listening skills
- Strong organizational and time management skills
- Flexibility and the ability to prioritize and handle many tasks simultaneously
- Friendly, approachable and sustains a professional manner, including phone and email etiquette

BENEIFTS

We offer a comprehensive benefits package including:

- Competitive salary plus commission
- Medical, dental, vision, and life insurance
- 401(k) with company matching
- 40 hour work week, with a flexible schedule
- Paid vacation and sick days
- Twelve paid holidays

If you are interested in this opportunity, please submit your resume to: careers@bidnet.com. Only selected candidates will be contacted.