



## Business Development – Sales Development Representative

### **AZ Builder's Exchange dba BEX is looking for a new team member to develop sales prospects**

We are a one-of-a-kind service company for A/E/C industry based in Tempe AZ that offers its employees a casual work environment, training and development, and a competitive salary with benefits.

**The Company:** Everything BEX does is centered around Project & Business Development opportunities for businesses in the Architecture-Engineering and Construction fields. From the Digital Magazine (AZBEX), to events, to a searchable database (DATABEX), we are known for bringing opportunities to the market.

Our team consists of 9 industry professionals who live and breathe researching opportunities for our clients. We believe in connecting the local Building Industry, so our clients find as many opportunities for work as possible!

#### **Requirements:**

- High School Diploma or GED with some college and/or sales experience preferred. This is closer to an entry-level position with more emphasis placed on aptitude and attitude than experience and education.
- Professionalism, coachability and enthusiasm count. We can teach the rest.
- Experience with a CRM system, or similar database application where all work is logged and next steps planned is preferred, but not required. While working remote, this position is managed by activity and notes logged in the CRM and is critical to the success of the position.
- Follow prescribed steps in a well-defined sales process.
- Knowledge of planning, development, architecture, or construction is helpful, but not required
- Must be an excellent communicator, self-starter, trustworthy, curious and genuinely care about people.
- The ability to connect with people and engage in conversation by phone, in person, or via email is essential.

#### **Responsibilities:**

- Manage accounts through our CRM system, Active Campaign.
- Mine existing sources of new leads for sales prospects. Balance time between new prospects, existing pipeline leads and administrative time.
- Call prospective customers and establish buying cycles, customer needs, and create a customer supplier relationship. Engage with more senior team members who will close the sale.
- Follow up on in-bound interest within one business day.
- Assist in converting potential clients to loyal customers through a discovery process, education, follow-ups and eventual closing steps. Engage other team members as needed throughout buying process.
- Identify target market customers and provide solutions for their business needs.
- Establish buying influences, budgets and purchasing criteria for assigned accounts.

**The Location:** Virtual and In-Person. BEX is based in Tempe AZ and once the COVID-19 pandemic subsides, this position will be primarily in office, although some remote work is acceptable e.g. 1-2 days a week from home.

**The Position:** We're looking for a **Sales Development Rep**



## **Business Development – Sales Development Representative**

- The starting pay range we're offering is \$35,000 to \$40,000 salary with a commission and bonus structure that will begin after 6-months of satisfactory continuous employment.
- We offer a competitive benefits package including 100% employee covered health insurance plan, paid holidays and vacation time, and 401k with match plan.
- We also offer a culture of innovation, enthusiasm, and humor!

Send Resumes to [hr@azbex.com](mailto:hr@azbex.com)