



Business Development – Sales Development Representative

AZ Builder's Exchange dba BEX is looking for a new team member to develop and close new business accounts.

The Company: BEX provides business opportunities for the Architecture, Engineering and Construction industries in Arizona. We have three main services lines: a Digital Magazine (AZBEX), in person industry events and a searchable database (DATABEX).

Our team consists of 15 professionals who live and breathe researching opportunities for our clients. The company culture is one of continuous improvement, individual career development, and a helpful atmosphere. We are not a grind culture: while we have a rigid work requirement of 'work the 40 hours you are being paid for', we value our evenings and weekends as personal time. We are flexible with how employees get the job done, as long as it gets done.

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.**
- B2B sales experience preferred but not required. This position is excellent for someone who wants to enter the B2B sales world.
- 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 defined sales process.
- Some knowledge of land planning, public procurement, real estate 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.
- Professional appearance and behavior is required. This position does represent the company at events, golf tournaments, networking events, and in person meetings.
- Reliable transportation to the office and various locations throughout the Valley is required. This position will visit client offices, meet potential clients at restaurants/coffee shops, etc.

Responsibilities:

- Diligently manage prospective 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.



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Remote Work Expectations: This is a hybrid position. The BEX office is located in the Arcadia Lite District in Phoenix. All employees have a 3-day, in office requirement after a successful full-time, in office, training period (4-6 weeks). There are no exceptions to the 3-day in office requirement, nor will we ever require 5-days in office.

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

- The expected base salary is \$45,000 to \$60,000 with a commission structure that begins after 3-months of satisfactory continuous employment. *Please note, the anticipated base salary will vary based on experience with B2B sales. It is unreasonable to expect an offer at the top end of the stated range with no experience in B2B sales and relevant industry experience.
- The commission structure has no upper limit and is equal to 20% of new sale revenue once the monthly quota has been achieved. A successful salesperson can expect to earn 25% - 75% of their base salary in commission.
- We offer a competitive benefits package including 100% employee covered health, dental and vision insurance plan, short-term and long-term disability insurance, paid holidays and vacation time, and 401k with company-match plan.

Send Resumes to hr@azbex.com.