



ACCOUNT EXECUTIVE

WHO WE ARE:

Five years ago, we at BDI began our journey as a B2B marketing agency that specializes in producing roadshow events for tech companies. In 2019, we produced 150+ events in over 30 cities for 35 clients. Because of our exponential growth, we were recently named #1854 on the INC5000 list of fastest growing companies in the US. Our team culture is what's made this possible & what sets us apart - we believe people do their best work with:

1. *A healthy work-life balance:* flexible 9-5ish hours, work from home every Friday
2. *Respectful, collaborative, and friendly relationships with the whole ~~team~~ family:* team activities include things like happy hours, lunches, bowling, beach day
3. *Growth opportunities personally and professionally:* we find new leadership WITHIN the company as we grow, with endless options to take on new responsibilities and contribute new ideas

As we grow our vision, we need to grow our team, as well!

KEY RESPONSIBILITIES:

- Refine and grow our lead generation strategy
- Manage protracted sales cycles from end to end
- Source new targets to uncover new channels for growth
- Manage outbound digital campaigns to generate interest
- Schedule and conduct new meetings with qualified prospects
- Close new business deals to meet quarterly goals
- Work closely with the Account Management team to ensure client success and maintain client relationships
- Upsell current clients

PREFERED QUALIFICATIONS:

- Strong interest in marketing and event planning
- Ability to use Google Drive, Excel, LinkedIn, Salesforce

REQUIRED QUALIFICATIONS:

- Bachelor's Degree
- 2+ years B2B enterprise selling experience with proven revenue generation
- Experience working in a service business and/or technology business
- Outstanding attention to detail and organizational skills
- Confident self-starter who works well independently
- Excellent phone manner and business etiquette
- Strong interpersonal skills

JOIN US:

This is a full-time, salaried position. Amongst a lot more, we offer:

- A competitive base salary plus commission
- Our fantastic workplace culture
- Unlimited vacation after one year of employment
- Transitchek benefit program
- Health insurance plan after 6 months
- 401K retirement savings plan after 6 months
- Acceleration of your professional development- making a direct impact on our growth will qualify you for leadership opportunities within BDI

Please submit both your resume and a cover letter when applying to careers@bdionline.com
We'd like to know a bit about you - what you bring to the table, and why you think you are a fit to join our team?