Business Development Representative

Job type: Full-time

Locations: San Diego

Overview:

Under the direction of the VP of Client Outreach, the Business Development Representative is responsible for maintaining a high volume of sales activity and setting meetings for the Growth team. The Business Development Representative will drive the sales organization with proven telephone sales skills and excellent written email communication. This individual will generate sales leads through a combination of outbound calling and emailing, and other channels of internet-based communications. Organization, clear communication skills, high-energy and professionalism are essential for this role.

Responsibilities you will own:

This list of duties and responsibilities is not all inclusive and may be expanded to include other duties and responsibilities.

- Identify decision makers within targets organizations to begin sales process
- Develop, grow, and maintain a targeted lead database
- Develop new opportunities from outbound call and email activities
- Utilize SalesForce to document relevant information and ensure unified sales approach
- Ensure follow through by passing qualified leads to account executives with all appropriate background information
- Handle inbound, unsolicited prospect calls and convert them into sales opportunities
- Overcome objections of prospective clients
- Emphasize vast product and service benefits
- Maintain and expand client data and update changes to existing accounts in SalesForce
- Meet or exceed weekly, monthly, quarterly, and annual quotas~~.~~

What we are looking for:

- Enthusiastic and self-motivated with high energy
- Desire to prove skills and grow professionally
- Strong problem identification and objection resolution skills
- Exceptional verbal communication and presentation skills
- Excellent listening and communication (both verbal and written) skills
- Ability to work individually and as part of a team
- High level of integrity and work ethic
- A track record of meeting or exceeding monthly, quarterly, and annual sales quotas
- Enthusiastic and professional communication skills
- Proficiency in Salesforce.com Customer Relationship Management (CRM) a plus
- Attention to detail, excellent organizational skills, and time management skills

Education and/or Experience

- Bachelor's degree preferred
- Sales/development experience preferred
- 2+ years professional experience required

Additional Skills:

Ability to write business correspondence. Proven experience in gathering data, effectively presenting information, and responding to questions from prospective clients and colleagues. Requires excellent verbal and written communication skills, with proven success in communication with management, peers, multiple levels of customer organization, as well as external groups and organizations.

Benefits:

Company-sponsored medical, dental and vision plan for employees and their dependents, 401(k), wellness program, learning development program, life insurance, long-term disability coverage, charitable contribution matching, volunteer time off and employee assistance program. In addition to accrued vacation time and sick time, TEAM recognizes 12 paid federal holidays. We also offer our team members the option of alternative work schedules. For team members based out of the San Diego office, we provide daily catered meals, weekly massages, onsite fitness center, a fully stocked pantry, happy hours, free parking and much more.

About TEAM Risk Management Strategies

Founded in 2003, TEAM Risk Management Strategies is the leading provider of outsourced payroll, human resources and risk management solutions to fiduciaries, trust beneficiaries, high net worth families and other worksite employers of domestic staff and service providers. By serving as the employer of record, TEAM protects those who would otherwise directly employ domestic staff and other service providers from employment-related risks and assumes the hassles of employee administration through the provision of workplace insurance, liability coverage and compliance with evolving employment law. We pride ourselves on providing fanatical customer service nationwide in partnership with hundreds of financial institutions, including many of the nation's largest banks, wealth managers, law firms and corporate partners. We maintain a collegial and fun-loving culture underscored by frequent team celebrations, office pranks and a common passion for those we serve.

Our vision:

To provide expert employment solutions, compassionate service, and creative partnership to the people we serve.

Our mission:

The people we serve and those who support them have peace of mind knowing they can choose their own service providers without the burden or risk of being an employer.

Our values:

- **Teamwork:** We care about each other and the work that we do. We are always ready to lend a helping hand and work together to solve even the toughest challenges.
- **Customer service:** We consistently go above and beyond to provide the highest level of service to our clients. We are responsive, creative and will find a solution to any problem.
- **Accountability:** We are passionate about the work that we do. We hold ourselves and each other accountable to a high standard of quality.
- **Integrity:** We are honest and ethical in our interactions, and we do the right thing for the right reason, 100% of the time.
- **Compassion:** We care deeply about our clients, our employees, the families we serve, and each other. We are open-minded and enter our interactions with respect and an assumption of positive intent.
- **Fun:** We take our work very seriously but not ourselves and we prioritize balanced lives for our team.