

SUMMARY OF INSIDE BUSINESS DEVELOPMENT REPRESENTATIVE ROLE Restaurant Logic Jackson, MI

Job Title:

Full-Time Inside Business Development Representative
Base Salary + Bonus

Restaurant Logic is a Software-As-A-Service company that specializes in creating websites & providing a web marketing platform for the restaurant industry. We work with restaurants across Michigan, the Midwest, and are quickly expanding nationwide. We are seeking a highly motivated Inside Business Development Representative to grow and maintain our customer base through an outbound and inbound calling environment. Pay for this position is commensurate with demonstrated skill and experience, and includes a base salary with bonus incentives.

Position Summary:

The Inside Business Development Representative will follow up on current & incoming leads to set appointment for demo/consultation. They will also be responsible for answering inbound calls to the sales department and executing product demonstrations. The Inside business development representative will promote the Restaurant Logic product through phone and email contact. A consultative sales approach is needed to generate sales and effectively communicate our value. The inside business development representative will be expected to meet or exceed monthly sales quotas, while performing follow up and sales activities, and working cooperatively with other supportive departments.

Qualifications:

- Self-motivated professional with strong work ethic, integrity, and values
- Ability to make contact with hard to reach customers
- Ability to qualify, overcome objections, negotiate, and close sales
- Strong lead management skills
- Strong phone presence using tone and voice inflection
- Ability to answer inbound calls
- Strong listening and presentation skills
- Outstanding verbal and written communication
- Strong organizational and time management skills
- Ability to multi-task and document all activity

Recommended Characteristics:

- Organized
- Teachable
- Adaptive
- Professional
- Self-Motivated

Requirements:

- High school diploma or equivalent required
- Strong telephone etiquette
- Proven track record of sales success
- Demonstrated ability to handle a large volume of work

Primary Responsibilities:

- Develop extensive knowledge of our products and services
- Follow up on current & incoming leads to set demo appointments
- Consistently track and report activities within given CRM software
- Prepare presentations, proposals, and sales contracts
- Plan and work towards meeting individual sales targets, department goals, and expense budgets
- Stay up to date with industry trends, market shifts, and applicable current events

Additional Responsibilities:

- Generate, nurture, and close new business using inside and outside sales tactics
- Perform in-person and web-based sales demonstrations of our products and services to potential customers
- Participate in marketing events such as trade shows, client meetings, and seminars (flexibility and willingness to extend past standard 40 hour work week)
- Maintain a professional appearance and provide a positive company image to the public at all times
- Assistance in the development of content, materials, or marketing strategies for internal or external use
- Assist in account setup functions and the onboarding of new customers

WORK HOURS & SCHEDULING

This position will be required to work a minimum of 40 hours per week. Monday through Friday from 8:30am to 5:00pm. Optional flex work hours will be assessed and adjusted at an ongoing basis depending on productivity and department requirements.

SUMMARY OF COMPENSATION

Compensation:

- Base monthly salary + Bonus for meeting & exceeding sales goals
- \$50 per month will be allotted to assist in mobile phone expenses
- A company owned laptop will be provided to assist in the above outlined job description

Vacation Time:

One week (40 hours) of paid vacation will be awarded after 60 days of employment, an additional week (40 hours) of paid vacation will be awarded after 1 year of employment.

Interested applicants should email their resume to careers@restaurant-logic.com