LIN:BIT

Technical Business Development Rep

This is a technical and heavy travel position. The primary function of a business development rep for LINBIT is to travel to conferences to acquire new business and create relationships. Reporting to the director of sales, the expectations for this role and employee responsibility will increase over time.

Expectations

Expectations include, but are not limited to:

- Be familiar enough with our product offerings and technology to get prospects to the point of needing a call with a solutions architect
- Creating relationships and facilitating sales in-line with stated sales objectives
- Attend monthly conferences
- Prospecting for new support clients
- Schedule meetings with existing clients at conferences
- Prospecting for OEM, ISV, and distributor partnerships
- Attending trade shows and conferences with the goal of generating leads
- Learn, understand, and present LINBIT products and processes to prospects and partners
- Negotiating contracts with prospects and partners

Requirements

- 4-year bachelor's degree in management, business administration, computer science, engineering, or similar
- 2 years of experience at a SaaS, storage, IT software, IT hardware, or startup firm.
- Familiarity with CRM systems (HubSpot)
- Self-starter
- Communication & presentation skills
- Ability to learn and leverage LINBIT internal tools to accomplish job goals. Tools include CRM, LINBIT's administration system, LinkedIn Sales Navigator, etc.
- Must be able to travel frequently throughout the year

Beneficial

- HubSpot CRM experience
- DRBD, Linux high availability, Kubernetes, and clustering knowledge
- LinkedIn Sales Navigator experience.
- Past sales experience in a software or other technology related industry.