

Business Development Representative - Part Time

<https://sybrtms.com/jobs>



About SYBR: SYBR is a fast-growing SaaS company specializing in transportation management solutions. We are committed to providing exceptional customer service and driving growth through innovative sales strategies that help our clients maximize the benefits of our platform.

Job Overview: We're looking for a motivated Business Development Representative to join our team. You'll be responsible for identifying and qualifying leads, initiating conversations with potential clients, and contributing to the growth of our customer base.

Key Responsibilities:

Lead Generation:

- Identify and research potential clients in target markets.
- Initiate contact with potential clients through various channels (email, phone, social media).
- Qualify leads to determine their suitability for our products and services.
- Maintain a pipeline of prospects and regularly update CRM with activities and progress.

Sales Support:

- Schedule meetings and product demonstrations for the sales team.
- Assist in preparing presentations, proposals, and contracts.
- Collaborate with the sales team to develop strategies for nurturing leads.
- Provide insights on customer needs and feedback to help shape product offerings.

Market Research:

- Stay informed about industry trends and competitors to identify new business opportunities.
- Gather and report on market intelligence, helping the company refine its approach to different market segments.

Customer Relationship Management:

- Build and maintain relationships with potential clients to ensure a positive brand experience.
- Follow up with leads and prospects, providing relevant information and addressing any concerns.

Qualifications:

- Experience in sales, business development, or a related field, ideally within SaaS or tech.
- Ability to work independently and thrive in a fast-paced environment.
- Familiarity with CRM and sales automation tools.
- A proactive approach to identifying and pursuing new business opportunities.
- Technical aptitude and willingness to learn about our platform.

Benefits:

- Flexible work hours and remote options.
- Professional development and career growth opportunities.
- Opportunity for a Full-Time position upon successful completion of a probationary period.

Location: Hiring local to **HANOVER, PA**

Wage: Based on experience and demonstrated abilities.