

# Business Development Representative

## Why it's worth it:

Are you a competitive self-starter who is passionate about sales? Our Business Development Representative internship is built to mimic our full-time BDR role, giving you the chance to connect ReliaQuest to the world's most trusted brands and build relationships with thought leaders in one of the fastest growing industries. In addition to this internship being paid with eligibility for commission, you will make a direct impact on ReliaQuest's exponential growth and global expansion, while you expand upon your craft. Ultimately, pursuing this internship at RQ will have you work alongside some of the most talented people in the business and expose you to what it's like to work tech sales.

## The everyday hustle:

- Research accounts, identify key players, and generate interest by leveraging the knowledge of the Cyber Security industry and ReliaQuest's platform, GreyMatter.
- Source new sales opportunities through inbound lead follow-up, outbound cold calls, and emails within a given geographic market.
- Understand customer needs and requirements and communicate product features/benefits clearly, consistently, and with integrity.
- Enter applicable data into CRM database in a timely manner to actively track, analyze, and report against opportunities.
- Establish a ranking for each prospect in our database to represent the value they serve to the organization.
- Maintain and expand your book of business through creative outreach strategies.
- Route qualified opportunities to the appropriate sales executives with urgency for further development and closure.
- Assist with pre-event confirmations and post-event follow up in order to keep prospects engaged.
- Follow-Up on Requests for Information (RFI) and be able to educate prospects and partners on our value and their return on investment.

- Team with channel partners to build pipeline and work to plan, implement, and lead the new business sales expansion.
- Ensure a culture of accountability, adaptability, helpfulness, and focus to better support our customers, partners, and fellow team members.

### **Do you have what it takes?**

- Pending bachelor's degree
- Excellent verbal and written communications skills.
- Ability to multi-task, prioritize, and manage time effectively.
- Strong sense of urgency and a competitive edge.