

Business Development Representative

ABOUT US

StoryTeller Media + Communication is a Minneapolis-based content marketing agency that helps its clients reach its revenue goals through the use of content marketing strategies and tactics. We are a 2018 and 2022 Best Places to work company that faithfully uses the Entrepreneurial Operating System (EOS). StoryTeller is also a Platinum HubSpot Partner. Our brand newsroom leans on our background as journalists. Founded and led by award winning journalists we strive to bring that authenticity and a journalistic flair to the stories that we tell on behalf of our clients. Whether it's a blog, web copy, email, video, or podcast we tell stories that connect our clients with their future customers.

WHO WE'RE LOOKING FOR

StoryTeller is currently seeking a Business Development Representative to help grow our video and website development client roster. If you have experience 1-2 years experience with B2B sales, a proven track record and love solving problems you may be the right fit! Our new Business Development Representative will also have excellent written and oral communication skills, thrive on generating new business from cold calling and provide ongoing creative consultation. It's critical that you have a firm understanding of, and deep passion for video production. An excellent understanding of digital marketing and social media is critical. You must be a strategic thinker, self-directed and self-disciplined and yet open to feedback and constructive criticism. The ability to work in a structured and highly accountable environment is also required.

This position is commission driven and also includes base pay. StoryTeller also offers employees medical and dental benefits.

It is imperative this person is a culture fit for our StoryTeller team. We hire, fire, reward and review based on our core values. A culture fit is someone who shares these values and beliefs. Our five core values are:

- Driven to mastery
- Problem solver
- Get shit done

- Inspire by example
- Lockdown reliable

If you align with our core values and are motivated by personal accountability and professional growth, you'll love what we're all about!

ABOUT THE JOB

The Business Development Representative will be responsible for generating new video and website development sales leads by cold calling, email marketing and calling on past customers. This person will collaborate with the video team to determine possible solutions for prospect needs and goals and also prepare recommendations and sales proposals for prospects. This position is a salary plus commission role, with a majority of earned income expected to come from commission. An ideal candidate wins over others, is consultative in his/her sales approach and flat out hustles!

CORE RESPONSIBILITIES:

- Cold calling video suspects
- Follow-up on all inbound leads
- Book meetings for Sales follow-up
- Continually communicates with past clients
- Manage CRM on daily basis
- Writes and presents sales proposals as needed
- Other duties, as assigned

OUR BUSINESS DEVELOPMENT REPRESENTATIVE MUST HAVE:

- Have a track record of success in sales
- Experience working in a CRM
- Display outstanding telephone skills
- Be a fearless and undaunted cold caller
- Have an uncanny ability to win over others
- Solve problems first, sell second
- Excellent organizational and time management skills
- Open attitude towards constructive feedback and critique
- The ability and desire to thrive in a fast-paced environment

OTHER SKILLS & ABILITIES REQUIRED:

- Demonstrated track record of high achievement; Set and achieve personal and business goals
- Ability to communicate clearly and concisely, both verbally and in writing
- Naturally curious, charismatic, and passionate attitude; “Glass half full” demeanor
- Highly self-driven sense of motivation
- Demonstrated effective time management skills
- Motivated by meeting and exceeding defined and measurable performance goals
- Minimum 2-years sales experience

EDUCATION:

- B.A. or B.S. Degree

Employment Type

Full-time