

NOW HIRING: Business Development Representative

Pleth, LLC. is seeking a Business Development Representative who will be responsible for leading revenue growth. The Business Development Representative will help build and sell through digital and traditional marketing efforts and grow the client base. You will work collaboratively with the team to effectively identify opportunities and guide program execution and growth across key accounts.

DESIRED QUALIFICATIONS:

- » 1-3 years' sales experience
- » Proven track record of revenue generation
- » Ability to travel up to 50% of the time
- » Sharp analytical and creative problem-solving skills
- » Ability to manage multiple tasks simultaneously
- » Excellent verbal and written skills
- » Excellent interpersonal & organizational skills
- » Must be self-motivated, reliable and professional

RESPONSIBILITIES & DUTIES:

- » Develop strategic business and sales plan to target prospective clients
- » Work towards strategic goals on new and existing business accounts; initiate and develop action plans to enter new markets
- » Follow up on new business leads and identify and prioritize organic growth opportunities
- » Demonstrate knowledge in digital products and applications
- » Demonstrate knowledge of brand insights, customer segmentation, and target needs to assist in the development of thoughtful and strategic marketing plans and executions
- » Deliver effective notes and recommendations for proposal generation
- » Actively participate in networking activities that help
- » Drive the evolution of digital innovation by staying abreast of the latest digital platforms, social trends and mobile technologies with the ability to strategically translate these into client programs