

# Business Development Director

Does 'NO' motivate you to do more and keep going? Do people admire your persistence and scrappiness? Have you proven you can find, connect with and secure appointments with the busiest people? Do you inspire total confidence in what you are selling? **If so, we're looking for you!**

Envano is seeking an energetic, enthusiastic, persistent and focused New Business Developer. What does that mean? It means you lead the charge in finding new clients for the Envano team to help win in the digital marketplace.

This is not a good fit if you prefer giant employee handbooks and being told exactly what to do and how to do it. **This person will get the ball rolling and be the tip of the spear in Envano's quest to dominate the Digital Marketing Space.**

## Here's What We Need From You

- ✓ You can look at a market, divine the best fit clients then get appointments with the right people.
- ✓ You are not afraid of phones, emails, text messages and figuring out how to battle through the clutter and communicate with our ideal client.
- ✓ You can convince the most timid to video call with you via Google Meet, Zoom, Skype, GoToMeeting or whatever they like.
- ✓ You are a LinkedIn Sales Navigator Ninja, bending the tool to your will.
- ✓ You are energized by networking at industry events and making new connections.
- ✓ Clients don't come to you, you dig under every rock, around every corner to find the right person, in the right place at the right time.
- ✓ Although gregarious and an extrovert, you know when to shut up, ask questions 10 layers deep and seek the real challenges facing a prospect.
- ✓ Some regional and national travel may be needed depending on the opportunities that are created.
- ✓ General knowledge of digital marketing services as well as the team's capabilities will help you succeed.
- ✓ The ability to use modern prospecting software and maintain a shared dashboard of prospects in the sales funnel.



## Company

Envano Inc.

## Salary/Wage

Salary plus commissions

## Job Category

Sales & Marketing, Internet

## Career Level

Experienced (Non Manager)

## Status

Full-time position with benefits, 401K w/match and Paid Time Off

## Experience

3+ years of related work experience

## Education

Bachelor's degree

## Contact

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## Characteristics of Qualified Candidates

- ✓ Just being highly social won't be enough for this role. You will need to be organized and demonstrate consistent followthrough.
- ✓ Relationship skills to build rapport with prospects.
- ✓ Honesty and integrity are required characteristics for this role.
- ✓ Good listener that can not only uncover the problems prospects need help with, but is able to capture those details to be shared with others on the team.
- ✓ Customer service demeanor.
- ✓ Highly detail-oriented with clear, concise communication.
- ✓ Excellent verbal and written communication skills with a demonstrated ability to discern appropriate timing for the sharing of information and when to remain silent.
- ✓ The ability to not only follow current sales processes, but can also provide improvements that achieve greater results.
- ✓ Ability to provide status updates which allow the team to plan for incoming projects.

# About Us

For 18 years, Envano has worked to help leaders navigate rapid change and align their physical and digital experience. Our goal is to help our clients find value in the ever changing digital world and realize their desired business impact.

## What makes a good Envano Team Member?

We seek to redefine the landscape in digital business, whether it's marketing, sales or service for and with our clients. We don't develop technology, we leverage it at the right time, in the right way to the benefit of our client partners. Our team is filled with dynamic, assertive thought leaders who excel in their chosen disciplines. Yet, we all understand and accept that we are only one piece of a successful team. Passionate, exuberant, feisty, challenging, assertive, innovative, and creative are all words that are used to describe us.

We seek to understand our client's' goals and objectives and provide unique and often challenging insight in our field of expertise. Today it is mobile, augmented reality, tomorrow is what? You may not know but we are already experimenting, playing with, and learning what is going to help our clients WIN into the future.



### **You're Curious**

You seek to learn new things and are excited to look at the world differently. You are great at helping clients see through different lenses and understand different ways of approaching problems.



### **You've Got Serious Skills**

You are not afraid of working with a passionate group, even if they challenge you professionally. You are not afraid of being held accountable by your team and our clients.



### **You Love Technology**

You are connected. Maybe you blog, Tweet, Facebook, or are LinkedIn. You try new apps and software, love getting new devices, and turn to Wikipedia or Google when you want to know about something.



### **You're Nimble**

You are not afraid of hard problems or seemingly impossible challenges. Change doesn't scare you, it energizes you.



### **You're a Goof**

You think about your work all the time, in fact you have trouble knowing when you are working and playing.