



## **Business Development Representative**

**ITALY - Milan, Rome or home office**

EfficientIP is a network automation and security company, specializing in DNS-DHCP-IPAM solutions (DDI), with the goal to help organizations worldwide to drive business efficiency through agile, secure and reliable infrastructure foundation.

BDRs at EfficientIP play an important part in the growth of our organisation as we expand and scale. Through collaboration with our Marketing team to execute campaigns, our BDRs build the top end of our revenue funnel by prospecting and communicating with potential customers every day. You'll see those prospects move through the customer journey and celebrate each success along the way with our global team.

### **Duties and responsibilities**

We're looking for a coachable individual, seeking an opportunity that can lead to professional growth in Sales in a scaling organisation. We're currently working remotely so we'll make sure you're connected and supported all the way. You'll have the freedom to think outside the box so you'll need to be great at working independently with great organisational skills. If you consider yourself to be curious, creative and pretty fearless, as well as a natural people-person who's great at building links, we would love to hear from you!

### **What will you do?**

- Help create and prioritise strategic target account lists within a defined territory
- Prospect, identify, initiate, develop and nurture business relationships and opportunities in market/target accounts to generate new business opportunities
- Research and build new and existing accounts (e.g. adding contacts, emails, strategic calling)
- Target potential customers across the market. These prospects are either companies looking for DDI / Security solutions or companies that are looking to replace their existing DDI / Security solution
- Perform timely outbound calls and engage in other forms of communication (e.g. email etc.) to prospect new opportunities
- Identify key decision makers, determine buying readiness and timeline
- Capture and manage information/data/metrics in Zoho CRM
- Plan and create mini campaigns within your assigned region
- Deliver meeting bookings in line with target

## Qualifications

**You'll be great for this role if you have these qualifications:**

- University degree - Bachelor's degree
- Must be located in the Milan or Rome area - (home office possible)
- Minimum of 1-2 years of previous prospecting experience, preferably in technology/ IT Security
- Achieve monthly quotas of qualified opportunities
- Excellent written/verbal communication skills in English required
- CRM Experience - Zoho experience a huge plus
- Strong problem-solving skills
- Highly motivated, driven and self-starting individual
- Ability to work in a fast paced, team environment
- Ability to understand customer needs and meet that need with a successful product sale
- Excellent time management/organisational skills

## Working conditions

We offer a variety of benefits to ensure you can always work hard and have fun! We are motivated by solving complex problems in unorthodox ways. Emphasis on your well-being means you experience your true potential.

Due to the COVID context you will be working from home.

## Benefits

- Competitive Salary
- We offer full benefits (healthcare and pension)
- Annual leave paid days
- Sales Incentive Plan
- Laptop

**To apply, please send your cv and cover letter to [careers@efficientip.com](mailto:careers@efficientip.com)**