

## **TAGeX Brands**

Pittsford, New York

Job Title: **Business Development Representative**

Job Type: Full-time

Hours: 8 am – 4 pm

\$28,500 base salary plus Commission for qualified appointments

TAGeX Brands is expanding its national presence and we are currently looking for entry level Business Development Representatives to join our high growth business and we want you! We are looking for high energy, enthusiastic **Business Development Representatives** to join our fun, fast paced team. This is an exciting opportunity for individuals who are energetic, determined and results oriented. We welcome team members who are able to take initiative and are looking to make their mark.

### **Job Responsibilities:**

#### *Objective*

The Business Development Representatives will have the opportunity to unleash their sales talent to increase client interest and awareness in our brands. This role will be responsible for setting qualified appointments, developing new client relationships for our product and service offerings and helping customers with questions.

#### *Core Responsibility*

- Conduct high volume prospecting calls (average of 50-75 outbound calls per day) to generate new business opportunities
- Develop interest and awareness of TAGeX Brands
- Work closely with Sales Reps to schedule qualified appointments
- Research new lead opportunities
- Collaborate with marketing team on email campaigns
- Answering inbound calls to assist customers

### **Qualifications:**

- Passion to be a part of a fun, dynamic and results oriented team
- Demonstrated ability to work in a fast paced, team environment with a flexible atmosphere
- Creative and outside the box thinker
- Organizational skills including handling multiple priorities, attention to detail, and strong execution
- Strong ability to develop client relationships, facilitate client engagement, and ability to listen and uncover client problems and challenges
- Interested in furthering career and personal goals
- Energetic, fast paced attitude and not settling for second best

### **Requirements:**

- High School Diploma required, Associates or Bachelor's degree is preferred
- Ability to talk on the phone for the majority of the day
- Strong written, listening and verbal communication skills
- Knowledge of Microsoft Office applications
- Experience in warm calling and/or inside sales role focused on prospecting new clients is a plus but not mandatory
- Previous experience in a customer service role is preferred but not mandatory
- We are open to training the right person!

If you think you have what it takes, submit your resume to Ian Holtby at [iholtby@tagexbrands.com](mailto:iholtby@tagexbrands.com).