

InnoVergent Business Development Representative Job Description

Overview:

The InnoVergent Business Development Representative (BDR) will be our next superstar sales representative, focusing on building product knowledge and developing sales skills through training and development. Ideal candidates should be tenacious self-starters eager to advance in our organization.

This is not a telemarketing position...this is about driving sales through a noble purpose for our clients as opposed to generating a sales transaction. This position includes a competitive salary (pending prior experience), commissions and great benefits. Our commission structure is based on a multitude of components some of which include, new prospect introductory meetings, closing business and other sales related activities.

The duties of this role include:

- Analyzing and understanding prospect business needs and processes, identifying projects, determining requirements and creating potential solutions.
- Effectively communicating the complete capabilities of InnoVergent's solution set to prospects.
- Creating and prioritizing strategic target account lists.
- Evangelizing InnoVergent's suite of products and cloud-computing solutions.
- Collaborating on multiple team projects for various departments within the organization.

A few reasons why this is a *really* great opportunity:

- Our leadership team truly cares about your success and is a group you can trust to guide you through your career.
- InnoVergent will provide you with the tools, resources, leadership and fast-paced, innovative environment you need to take your career to the next level.
- InnoVergent is built on a culture of teamwork and innovation. That type of collaboration with awesome, talented, like-minded people quickly creates a truly fun working environment.
- If successful, the BDR will be promoted to a Sales Executive within 12-18 months with a potential 50-100% income increase.

Key Characteristics and Qualifications:

- The "gift of gab" and eager to network
- Motivated, competitive, driven with a self-starting attitude
- Ability to understand customer needs and meet those needs with a successful product sale
- Effective time management
- Strong organizational skills
- Thrives in a fast-paced working environment
- Strong work and/or internship experience

Preferred Requirements:

- Accounting background
- Professional experience in the accounting industry
- Bachelor's degree from an accredited university

About InnoVergent:

InnoVergent is a cloud-based accounting and financial management software consulting firm specializing in helping clients assess, implement and integrate business systems. Founded in 2006, we are a longstanding partner of NetSuite, Intacct and Adaptive Insights. This highly unique portfolio of best in class software and services is backed by years of experience and successful implementations. InnoVergent is headquartered in Alpharetta, GA. Our clients are located throughout North America with operations around the globe.

At InnoVergent, we know that our company is only as good as our employees. You will get a chance to work closely with an incredibly dedicated group of people who are serious about putting great products and services into the marketplace. We continually search for candidates who share our beliefs and values.

We look for candidates who:

- Enjoy the start-up atmosphere and flexible shifting priorities
- Think big and bring new ideas to the table, regardless of their rank or title
- Have an overriding ambition and proactive nature, combined with the ability to inspire others.
- Are always results-driven. Must be willing to do what it takes to make each project a success
- Are quick learners - They must know when to listen and when to take charge.
- Are obsessive about quality and customer satisfaction.

InnoVergent Perks:

At InnoVergent we're a tight-knit team. Cultural fit is just as important as your qualifications on paper. We want to make sure you consider the following to be perks just like we do.

- Laid back culture - We rock jeans and flip-flops most of the time and have an Xbox in our huddle space.
- Modern office layout - Our office is far from a stuffy cube land. In a nutshell: Lots of natural light, Herman Miller workspaces with music always playing and all the Redbull you can drink.
- Community outreach programs - We take corporate responsibility seriously. We want to work with folks who are excited to give back to the community through quarterly team-building service activities.
- Full benefits for health, dental and vision.

If you meet requirements above, then we want to meet you! Interested applicants should send their resume to careers@innovergent.com.