

Remote Business Development Rep for Digital Agency

Company & Environment

Cardwell Beach is looking for an experienced Business Development Rep to join our fast-growing marketing agency. CB produces exceptional creative work for global brands, including The Mob Museum, Samsung, Terlato Wines, Dow Jones, Speedtest.net and Frontier Airlines.

We allow our team to work *when, where and how they want*. We're a great environment for digital nomads, stay-at-home parents and night owls.

Day to Day

This position focuses on cold and warm outreach to set meetings with new clients, and assisting CB management in bringing deals to the close. For the right candidate it could evolve into a full-time management role. Some responsibilities include:

- Cold call prospects; identify and engage decision-makers
- Write customized/personalized cold emails to prospects
- Leverage personal and professional network to set meetings
- Set appointments with interested prospects
- Come up with ideas on how to approach new target segments
- Assist on qualifying phone calls with prospects
- Field inquiries from inbound leads

Qualifications & Attitude

- Previous experience selling digital or marketing agency services (minimum 2-4 years)
- Cold calling/cold emailing experience; eager to get hands dirty with cold outreach
- Strong knowledge of best practices for web design and development, as well as digital marketing and custom development.
- Ability to write in a professional, succinct and friendly fashion
- Positive personality; friendly and confident in verbal communications
- Has formal sales training
- Organized
- Hungry
- Humble
- No excuses
- Understanding of CRM systems, Gmail & Google Apps
- Experience with clients in Health Care, E-Commerce, CPG, B2B, Museum
- Extra points for existing client relationships you can leverage from day 1

Compensation

Negotiable base/draw + commission.

Perks

Complete autonomy (read: get treated like an adult and work from anywhere), unlimited vacation, the privilege to work with one of the most passionate and talented teams on the planet and a cake on your birthday.

To Apply, Please Send Us:

- A cold email/cold call that gets our attention
- Your resume to sales@cardwellbeach.com not through the job board.