

Business Development Representative

Reports to: Position reports to Host Analytics' Director of Sales Operations

Job Description:

HQ in Redwood City.

This Business Development Representative is responsible for 1) building awareness with our target accounts. 2) articulating our unique value proposition and 3) creating appointments and opportunities for Sales in a teaming environment. Collaboration with Sales and Marketing is paramount. Relentless activity, whether calling, emailing or generating referrals will drive success. A desire to move into a quota-based, professional sales role as a next career-step would motivate this person as a promotion in the 6-12 month timeframe is realistic. The title of this position is Business Development Representative.

Company Overview:

Host Analytics is a highly regarded software company in the Corporate Performance Management (CPM) space. The company offers a comprehensive and unified CPM solution that appeals to both mid-market companies and large enterprises. One central aspect to its value proposition is that the product is primarily offered as a Software as a Service (SaaS) model, the most compelling delivery models in enterprise software today. The integrated solution includes planning and budgeting, revenue forecasting, financial consolidation, dashboarding and scorecarding, and flexible reporting.

Minimum Experience Requirements:

1. Must have a 4 year college degree.
2. 1-3 years of sales experience.
3. Strong prospecting and rapport-building skills.
4. Proficiency with various software packages including SFDC and Microsoft Office.
5. The entrepreneurial desire to succeed in professional sales or business development.
6. Strong command of verbal and written communications skills.
7. Solid computer and Internet skills are a must.

Personal Characteristics:

1. Customer focus: The successful candidate will have an indomitable (external and internal) customer focus.
2. Strong work ethic: He or she will reject setbacks and will enthusiastically persist until ambitious goals are achieved. He or she will be resourceful and innovative at tackling complex challenges in a sustainable, proactive fashion.
3. Passionate commitment to the company and your profession: Champions projects and the company's needs and implements a model of continuous improvement in both company goals and project-related tasks.
4. Problem solver: Should be a strong, analytical problem solver with a strong attention to detail.
5. Accountability: He or she should be a results-oriented team player who leads by example, holds himself accountable for performance, takes absolute ownership, and champions all aspects of initiatives.
6. Entrepreneurship, sense of urgency: The successful candidate will possess a high energy level which allows them to react to situations quickly and decisively, possessing self confidence to be assertive when taking a position, not afraid to make decisions.
7. Flexibility and adaptability: Should be able to switch gears in various high-stress situations and apply him or herself to quickly learning new technologies and adopting new methodologies.

For Consideration: Forward your resume to salesjobs@hostanalytics.com or fax to 650-249-7101.