



**Title:** Business Development Representative, SaaS  
**Location:** Raleigh NC, Boston MA, or Oakland CA or Boston, MA  
**Reports to:** Managing Director - Global Client Strategy

**Aperian Global** is looking for a **Business Development Representative, SaaS** to assist our Global Account Team. With over 25 years of experience, Aperian Global partners with organizations to develop the skills necessary for success in a global work environment. We provide learning solutions via facilitated programs, online learning tools & consulting services in the areas of Cultural Agility, Global Inclusion and International Assignments (Global Mobility) to enable our customers to work more effectively across boundaries.

### **The Job:**

We are seeking hard working and mission driven individuals who want to drive growth for both Aperian Global and their own professional careers. The **Business Development Representative, SaaS** (BDR) is a sales role that is tasked with uncovering opportunities and building a pipeline. You will be responsible for both selling the value of Aperian Global as well as ensuring leads are qualified before handing them off to our Global Account Team. Would you describe yourself as "professionally persistent", "organized", and "love to hustle"? Do you have experience selling B2B SaaS products and working with diverse teams and customers? Are you articulate, professional and have a customer focused orientation? If this is you, we'd love to welcome you to our global team!

### **Responsibilities:**

Your specific duties include would include:

- Initiate, qualify, advance and close inbound and outbound leads, often acting as the first person to speak to a potential customer
- Maintain high call volumes with precision follow-up
- Help manage our sales pipeline by supporting our account executives and collaborating with the marketing team on lead campaigns
- Organize and prioritize outreach, demos, and proposal follow-up to qualified prospects
- Organize and maintain our CRM to manage sales funnel
- Work with industry partners to identify opportunities for "win-win" partnerships that lead to inbound demand
- Represent Aperian Global at industry events; listening to prospective customer needs and educating them on our product offering
- Work closely with our account executives, product, and customer success teams
- Manage sales support intern projects and ongoing sales process improvements & initiatives



## Qualifications:

We love working with good people who care about our customers and each member of the team. On top of that, we're looking for someone with some or all of the following attributes:

- 1-2 years of experience in a SaaS sales/business development role with measurable results
- Prior BDR/SDR experience is a plus
- Exceptional listening skills; clear and concise written and verbal communication skills
- Exceptionally organized and detail oriented
- Ability to work as part of a sales team, supporting the sales executives to reach our business goals
- Empathy for customers, and passion for helping them
- Self-starter personality and comfort with ambiguity; ideal candidates will have experience working in rapidly-changing environments and adapting and contributing to evolving sales processes
- Demonstrated ability to consistently set and beat stretch sales targets
- Passionate about software and ability to demo effectively
- Coachable and excited about learning
- Experience with Salesforce CRM required
- Self-motivated, proactive and able to work both independently and in a collaborative virtual environment
- Experience in working in multicultural teams, often virtually, and managing multiple priorities
- Familiarity and comfort with web-based training tools and e-learning methodologies

## Why Work For Us?

We are a passionate mission and values driven company that trains organizations around the globe to have a better understanding of cultural differences as they conduct business with each other. Our mission is to develop the capabilities of individuals, teams and organizations to perform effectively worldwide in order to create a sustainable global future.

We offer competitive compensation and a generous benefits package including the opportunity to work remotely. For more information check us out on our website at <http://www.aperianglobal.com>.

## To Apply For The Position

Please visit our careers application portal to apply: <https://aperianglobal.bamboohr.co.uk/jobs/> . EOE