



## **Datanomix Business Development Representative (BDR)**

Datanomix is seeking a seasoned Business Development Representative to facilitate its next major growth and customer acquisition phase. As part of a focused team, you will be part of the early design and implementation of the company's go to market strategy development. We are looking for a highly creative individual who can nurture and convert leads into adopters and supporters of our software platform.

### **Responsibilities:**

As one of the early sales people in the company, the position will include:

- Working with the leadership team to create detailed business plans to facilitate the attainment of goals and quotas
- Learning from our existing customers to give input on messaging and positioning on the company and product
- Managing the entire sales cycle from finding a client to securing a deal
- Unearthing new sales opportunities through networking and turning them into long term partnerships
- Ensure exceptional customer experience by conducting follow-ups, facilitating case studies, and being a brand ambassador

### **Requirements:**

- Proven experience as a Business Development Representative who has called on manufacturing companies, or in other sales/customer service roles
- Familiarity with CNC manufacturing equipment is preferred
- Confidence in describing software products and SaaS buying models
- Knowledge of market research, sales and negotiating principles
- Comfortable conducting sales conversations via phone/video/email with new and existing customers
- Outstanding knowledge of CRM software (Salesforce, Hubspot, etc)

- Excellent communication/presentation skills
- Demonstrated ability to build and deliver company and product presentations
- Great organizational and time-management skills
- Experience selling into mid-sized industrial manufacturers a plus

Send resume to [careers@datanomix.io](mailto:careers@datanomix.io)

**Working at Datanomix:**

Datanomix is a fast growing technology start-up based in Southern New Hampshire. We are building a cutting-edge production analytics platform, delivering massive improvements in productivity, employee performance, and company profits for our customers. We have raised the bar for what Industry 4.0 and data leverage should mean to precision manufacturers, and will continue to improve our solution as we continue to grow.



866.488.4369 | [careers@datanomix.io](mailto:careers@datanomix.io) | [datanomix.io/careers](https://datanomix.io/careers)