

SALES

Business Development Representative (BDR)

United States – Remote – Full Time

Who We Are

Datanomix is the leader in real-time automated production monitoring for industrial manufacturers. Datanomix was founded in 2017 to help precision manufacturers optimize their production performance by providing out-of-the-box reports and workflows with **No Operator Input™** required. Based in New Hampshire, our core products include our flagship Production Monitoring system, along with Digital GEMBA Boards, and Condition Detection systems. We are proud to work with top-tier [partners](#) to deliver best-in-breed solutions to our [customers](#).

We're a rising start-up that is delighting industrial manufacturing customers with our turnkey Production Monitoring platform. Our customers are loyal, hard-working, and effusive about the impact of our product. We are led by start-up veterans, and have an affinity for gritty, entrepreneurial team members.

Role Overview:

Datanomix is seeking a seasoned Business Development Representative to facilitate its next major growth and customer acquisition phase. We are looking for a highly creative individual who can prospect, nurture and convert leads into adopters and supporters of our platform. Responsibilities Include:

- Managing and nurturing inbound and outbound leads to secure product demonstrations
- Unearthing new sales opportunities through networking and turning them into long term partnerships
- Ensuring 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
- Great organizational and time-management skills
- Experience selling into mid-sized industrial manufacturers a plus

Education Level

- Bachelor's in business administration, sales or marketing

Join The Datanomix Team!

- Competitive pay and promotional opportunities
- Meaningful stock options in a venture backed start-up. We want you to grow with us!
- Generous comprehensive healthcare benefits, including medical, dental and vision, that are effective day one!
- A challenging, collaborative work culture that inspires innovation.
- Team building events and other career developmental opportunities.
- Unlimited PTO
- 401K

Interested in this exciting opportunity? We'd love to talk to you! Please send your resume to jcanceliere@datanomix.io