

Business Development Rep

Job Description

ABOUT US

[Percent Pledge](#) creates customized social impact programs empowering companies of all sizes to support any charity, volunteer in their local communities, and know their impact. Today's fast-growing companies fiercely compete to engage and retain top talent, and today's talent cares! Engaging employees in both donating & volunteering reduces turnover 57%, while replacing a full-time employee costs 33% of their annual salary, on average. However, most companies do not have Corporate Social Responsibility (CSR) teams. Most companies need easy, sustainable, and engaging social impact programs, which is precisely what we deliver!

In less than three years, we have become the "SMB" social impact experts, built growing client bases in Chicago, NYC, Los Angeles, and San Francisco, and been named one of Built In's 50 Startups to Watch. To accelerate our continued growth, we are looking to add a driven, passionate BDR to our fully remote force for good.

This role is for the first BDR of our fast-growing sales force. As the first BDR, this individual will have the opportunity to help shape business development - and the BDR role - into the future, while also getting in early with a successful startup and growing force for good.

YOU'LL BE RESPONSIBLE FOR:

- **Setting new meetings** (i.e. prospecting) for the sales team through a variety of mediums, including cold calling, emailing, and LinkedIn/Sales Navigator outreach.
- **Qualifying outbound leads** from Marketing campaigns until they are ready for an Account Executive to meet with them.
- **Qualifying inbound leads** (i.e. leads who filled out contact forms, or who downloaded a resource) with continued outreach until they are ready for an Account Executive to meet with them.
- **Logging** all activities, notes, and tasks in HubSpot in order to provide complete transparency around day-to-day sales activities.
- **Collaborating** with the Revenue Team (Sales, Customer Success, Marketing) on ways to keep the Percent Pledge sales machine running at high capacity.
- **Seeking opportunities to learn** and grow as a BDR and set goals for upward movement within the Percent Pledge team.
- **Shadowing Account Executive** on a weekly basis. We want to make sure you are always learning and pushing to grow your career. We believe shadowing senior sales roles is



important to expanding your understanding of the business, and pushing you toward a promotion down the road.

- **Creating goals** for yourself both personally and professionally on a short-term and long term-basis with your Account Executive. We want to make sure we balance your work/personal life well and help hold you accountable for your promotion/career-growth goals.

WHAT TRAITS WE LOOK FOR IN SUCCESSFUL CANDIDATES:

- **Compassionate** – Someone who is kind to others, even if put in an uncomfortable/unfamiliar situation.
- **Internally driven** – Someone who energetically wants to get things done, does not need any nudge to drive projects forward, and who does not get discouraged when they hear “no”. Ability to thrive in a fast-paced work environment, readily adapting to continually changing priorities, nuanced feedback, and aggressive project timelines.
- **Strong communicator** – Someone who can express themselves clearly and effectively, whether verbally or in writing and whether externally or internally.
- **An eye for detail** – Someone who is deeply committed to quality and excellence, and is exceptionally organized.
- **Proactive** – Someone who is a self-starter and takes responsibility for getting the job done.
- **Accountable** – Someone who consistently exceeds their goals because they have the drive to do so, and has outstanding time-management and prioritization skills, with the ability to excel at multiple priorities under short deadlines.
- **Solutions-oriented** – Someone who always comes to the table with ideas for how to get to “yes”.
- **Collaborative** – Someone who is a strong communicator, comfortable working across multiple teams (internal and external), and functions to achieve your goals.
- **Passion for learning** – Someone who is genuinely excited to learn new things and expand their areas of professional/personal knowledge.
- **Self-aware** – Someone who “gets it”!
- **Forward thinking**– Someone who is seeking growth in their career and wants to eventually set goals to grow into a more senior sales role.

WHAT YOU NEED TO BE A QUALIFIED CANDIDATE:

- Bachelor’s degree
- 1+ years of experience in a professional work environment (internship acceptable)



- Strong communication and writing skills–80% of day to day will be external written communication
- Experience with Google Suites and HubSpot preferred
- Comfortable crafting emails to all external titles independently
- A positive attitude and big energy

SOME OF WHAT WILL BE OFFERED:

- Competitive full-time salary
- Competitive benefits package
- Equity options
- Opportunity to grow your career at an early stage startup
- Kind, caring and fun team!

LOCATION: US- remote

TO APPLY, PLEASE EMAIL CONTACT@PERCENTPLEDGE.ORG THE FOLLOWING:

- Resume
- Cover Letter (Please explain the reasons you think you would be good for both this job and our Percent Pledge family overall)

