

Business Development Rep

Job Description

ABOUT US

[Percent Pledge](#) powers customized social impact programs, helping companies authentically improve employee engagement, employee retention, and employer brand. Our easy-to-use platform & social impact experts offer businesses a single source for everything from matching donations and employee volunteering to charity vetting & impact reporting.

In less than three years, we have built a growing customer base ranging from high-growth startups to Fortune 100 firms, and helped employees donate and volunteer globally. 100% of customers have renewed as our community continues to grow because, on average, more than 40% of employees engage in the giving programs we power and just 2% of employees who engage, leave their company.

To accelerate the growth of our business and impact, we are looking to add a driven, passionate Account Executive to our fully remote team. This individual will join our tight-knit sales team and work together with a BDR, while also getting in early with a successful startup and a growing force for go

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 outreach.
- Qualifying outbound leads from Marketing campaigns until they are ready for an Account Executive to meet with.
- 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.
- 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, as well as a member of the Percent Pledge team.



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 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.
- An Eye for Detail – Someone who is an energetic team player and 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”!

WHAT YOU NEED TO BE A QUALIFIED CANDIDATE:

- Bachelor’s degree
- 1+ years of experience in a professional work environment
- Strong communication and writing skills
- Experience with Google Suites and HubSpot preferred



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 JOBS@PERCENTPLEDGE.ORG THE FOLLOWING:

- Resume
- Cover Letter

