



Business Development Representative (BDR) at JUICER Pricing

Overview

JUICER Pricing, a leader in innovative pricing solutions for the restaurant and hospitality industry, is looking for a motivated Business Development Representative (BDR) to join our sales team. This role is crucial for identifying and generating new business opportunities to support our SMB Mid Market Account Executives. The ideal candidate will possess a proactive mindset, excellent communication skills, and a passion for sales and customer success in the restaurant and hospitality sector.

Key Responsibilities

- **Lead Generation and Qualification:** Conduct research to identify potential clients within the restaurant and hospitality industry. Engage prospects through cold calling, email campaigns, and social selling efforts, particularly on LinkedIn, to qualify leads and set appointments for the sales team to ensure a steady flow of leads to support sales objectives and revenue growth.
- **Fanatical Commitment to Prospecting:** Dedicate a significant portion of the workday to proactive prospecting activities, including cold calling, email campaigns, social media engagement, and supporting upcoming JUICER networking events. Emphasize the relentless pursuit of new business opportunities and the expansion of the sales pipeline with a high degree of energy and persistence.
- **Collaboration with Sales Team:** Work closely with SMB Mid Market Account Executives to understand their needs and provide them with qualified leads and opportunities. Assist in the development and execution of targeted sales strategies.
- **CRM Management:** Maintain accurate and up-to-date records of all sales activities, including calls, meetings, and follow-ups, within the CRM system to support efficient sales processes and reporting.
- **Market Research:** Stay informed about industry trends, challenges, and competitive landscape to enhance sales efforts and strategies.
- **Performance Tracking:** Regularly track and report on lead generation and qualification activities to ensure alignment with sales targets and objectives.

Job Requirements

- **Experience:** 1-2 years of experience in sales, marketing, or a related field, preferably within the restaurant and hospitality industry. Previous experience as a BDR or in a lead generation role is highly desirable.
- **Education:** Associates Degree in Communication preferred or equivalent work experience and successful track record as a BDR selling in to the hospitality space
- **Skills and Attributes:** Strong communication and interpersonal skills both written and verbal. Ability to engage and persuade prospects, proficiency in social selling techniques, especially leveraging LinkedIn. Must be highly organized, self-motivated, and possess a strong work ethic. Familiarity with the restaurant and hospitality industry is a plus.
- **Knowledge:** G-Suite, Microsoft Solutions, CRM Tools, LinkedIn, Modern Data Sources, and standard business applications and tools.
- **Characteristics:** Self sufficient “Doer” mindset, committed hunter, and team player who is coachable and accountable, with a keen interest in learning and professional development. Effective time management, with a disciplined approach to daily activity and planning,

Company Culture and Compensation

- **Location:** US/Remote
- **Compensation:** Competitive salary with performance-based incentives, comprehensive benefits package including health, dental, and vision insurance, and generous vacation time.
- **Culture:** At JUICER Pricing, we foster a collaborative, innovative, and fun work environment. We value:
 - **Teamwork:** Valuing collaboration and collective success.
 - **Accountability:** Holding ourselves responsible for outcomes, embracing ownership, and delivering on commitments.
 - **Coachability:** Being open to feedback, eager to learn, and constantly seeking ways to improve.
 - **Innovation and Continuous Learning:** Encouraging creativity, innovation, and continuous professional growth.
 - **Celebration of Success:** Recognizing and celebrating achievements, both big and small, as a team..

JUICER Pricing is committed to creating an inclusive and diverse workplace. We encourage applications from all qualified individuals, aiming to drive success in the restaurant and hospitality industry together.