

# Business Development Representative

## About Us

Antera Software USA, Inc. designs develops and implements software to manage and automate the workflow of entities exclusively in the promotional products arena. Since inception, we have focused on product innovation coupled with high standards of customer service and excellence. We are looking for only the best and brightest individuals that align themselves with these values to join our team. Antera is expanding rapidly and customers are found throughout the US as well as many key markets around the globe such as Canada and Australia.

## Here's what you will be doing:

- Developing and executing a sales/business plan to increase our penetration in the promotional goods sector by significantly capturing market share in your assigned territory
- Growing the *Advance* cloud-based business management software user base through lead generation, referrals, and establishing/maintaining relationships
- Consistently delivering on quarterly and annual sales/business objectives/quotas
- Providing accurate and timely pipeline reports and forecasts
- Calling assigned leads from the company CRM - maintaining, updating and cleaning it as you go
- Following up any leads generated from marketing campaigns, as well as inbound inquiries for information and demonstrations
- Responding to RFPs, composing proposals, sending them out and following them up
- Conducting demonstrations of the *Advance system*
- Attending and representing the company at trade shows as required
- Working with existing clients to grow/upsell their accounts and find referrals
- Scheduling meetings with target accounts. Manage inbound leads process. Make outbound calls to targeted accounts
- Contacting regular and prospective customers to solicit orders, answer questions about products, terms and prices
- Collecting and familiarizing yourself with information on the competitive landscape/products and gathering other forms of market intelligence to identify strengths, weaknesses, opportunities, threats - suggesting how to address the challenges and leverage opportunities for continued revenue growth

## Your resume should demonstrate:

- Contract negotiation prowess
- Prospecting/hunting for new opportunities
- Proficiency closing deals and finalizing contracts
- Experience selling large transactions
- Experience delivering product demonstrations and presentations online as well as in-person

## ***Move to the front of the line if you have:***

- Bachelor's degree (preferred but not required)
- 2 years or more of software sales experience

- Promotional good experience or industry familiarity
- Won awards for top salesperson
- Ability to close a deal quickly

**Additional information**

Travel Tolerance: Little - 1 week per month or less

Relocation Available: No

Annual Quota: \$600,000

Base: \$30,000 - \$50,000

Total Compensation: \$120,000 - \$150,000

Job Type: Full-time

Salary: \$30,000.00 to \$150,000.00 /year

Healthcare after successful completion of a 90-day probationary period

2 weeks paid vacation

All interested applicants should apply with an up-to-date resume to: [klong@anterasoftware.com](mailto:klong@anterasoftware.com).  
This is an urgent requirement, so this will be a fast hiring process.