

## **Business Development Representative**

As Business Development Representative you will be responsible for identifying leads and generating high quality sales conversations within new and emerging geographic markets and industry sectors.

You will work in close coordination with other Sales, Business Development and Marketing activities within the Company, but will also have opportunity for ownership and creative license to determine how best to do your part.

To do this, you will inspire prospective customers with how they can use Thoughtexchange to engage their stakeholders for strategic planning, organizational change, employee engagement and other purposes. You will reach out to and create conversations with leaders of school districts and other organizations, as well as industry partners, to evangelize community engagement within multiple new markets.

We are seeking a person who enjoys both initiative and accountability, exudes confidence, writes clearly, loves talking to people, and thrives on variety and being busy at work in a fast growing, dynamic company.

### **Responsibilities include:**

- Lead generation including 1:1 email and phone communications with prospects
- Market research and analysis across geographies and industry sectors
- Solution design for new community engagement applications
- Using Thoughtexchange for demonstrations
- Proactive management of prospect, event and content pipelines, initiatives and events

### **Skills & Experience:**

- Previous sales and business development experience
- Previous experience with email content creation
- Project and pipeline management skills
- Loves multi-tasking and prioritization
- Facilitation and community engagement experience is a plus
- Highly organized
- Previous experience working from home
- People person
- Strong technology skills



**About Thoughtexchange:**

- We provide software and services to let customers lead group conversations with 5 to 50,000 people
- Our applications run on desktops and mobile devices, using the latest web technologies, deployed on distributed, cloud-based, high traffic websites
- Our patent pending algorithms analyze our large volumes of collected data to provide deep insights for our customers, allowing them to make informed decisions
- We are a team of more than 80 inspired people
- With our latest investment round of \$7M, we are expanding our target markets and product capabilities.

Apply at [jobs@thoughtexchange.com](mailto:jobs@thoughtexchange.com)