



BUSINESS DEVELOPMENT SPECIALIST

Headquartered in Missoula, MT, EDULOG is the software provider of choice for the largest and most successful pupil transportation operations in the US, Canada, Europe and the Middle East. Rochester, NY will be a new office location for EDULOG, strategically located to serve new and existing customers in the Eastern US market. This is a unique opportunity to gain invaluable experience in a software sales environment.

We are seeking high-level talent for this position and will provide a competitive base salary, additional commission-based compensation and excellent benefits. While this is a business development role, we are not requiring sales experience to be considered. If you have a strong work-ethic, with a strategic and competitive mindset, and a professional record of excellence to prove it—we invite you to apply and jump-start your career in business development.

SUMMARY & OBJECTIVE

EDULOG is seeking talented professionals with an entrepreneurial spirit that are interested in building EDULOG'S market-share, brand and revenue in the Eastern US. As a business development specialist, you will help drive growth and shape the future of student transportation by being a key member of the business development team. This is an entry level role with the opportunity to rapidly develop and expand roles and responsibilities commensurate with performance.

RESPONSIBILITIES

- Key responsibilities for sales process in support of senior and management level business development team members:
 - Prospect and qualify leads
 - Schedule appointments and presentations
 - Follow-up on leads and opportunities as requested
 - Assist with sales closing process as requested
- Obtain software demonstration certification by learning and understanding how to demo EDULOG'S software and technology tools
- After software demonstration certification:
 - Develop and execute product demonstrations to prospective clients (both online and onsite)
 - Listen to current and potential client needs and be able to offer EDULOG solutions to meet their needs
 - Present software capabilities to small and large groups of individuals
- Assist with developing strategic direction for business development and marketing efforts

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- Establish a trusted partner relationship with clients at all influence and decision-making levels
- Represent EDULOG at tradeshow and conventions as necessary
- Maintain up-to-date knowledge of industry trends, technical developments and regulations that effect target markets
- Monitor competition by staying in touch with marketplace information on pricing, products, delivery schedules and industry demand
- Administrative tasks and projects as requested to support the business development team and office operations

SKILLS & QUALIFICATIONS

- Excellent verbal, written, presentation and interpersonal skills with the ability to present professional image of self and company
- Ability to communicate effectively over the phone with an articulate and courteous manner
- Highly analytical with a strategic and competitive mindset
- Demonstrated ability to quickly learn and understand new software tools
- Ability to handle customer inquiries and escalations professionally
- Able to work in a fast-paced, self-directed environment
- Ability to work independently and in team environment
- Energetic and motivated personality
- 20% or more travel is required for this position (air and ground). Professional growth on the business development team will require additional travel, up to 60%.
- Proof of a clear DMV record is required
- Proficient in Microsoft Outlook, Word, PowerPoint and Excel.
- Experience in the software industry preferred, but not required
- Business development/sales experience preferred, but not required
- Experience using CRM software preferred, but not required.

TO APPLY: Please visit our website at <https://www.edulog.com/employment/> to fill out an application and submit a cover letter and resume.

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