



BUSINESS DEVELOPMENT REPRESENTATIVE

WHY WORK WITH EDULOG

EDUCATION LOGISTICS (“Edulog”) offers exciting opportunities to enhance your career as part of an industry-leading software company. As an employee at Edulog, you will join teams that improve student transportation systems through our innovative technology, across the U.S. and internationally. You will have the opportunity to gain invaluable experience in the software industry, allowing you to grow professionally and move interdepartmentally as your skills develop. If you are looking for a dynamic company, in which to expand your knowledge and experience professional growth, consider Edulog for a collaborative and creative atmosphere where your efforts are appreciated.

SUMMARY & OBJECTIVE

Edulog is looking for talented business development representatives who are interested in furthering student growth and education through innovative software solutions. Edulog is the leader in technology for student transportation and is growing both nationally and internationally. As a business development representative, you will help drive growth and shape the future of student transportation.

DUTIES & RESPONSIBILITIES

- Responsible for maintaining current customer account base as well as developing new sales within the assigned territory.
- Maintain a robust client pipeline and meet or exceed quarterly and revenue goals.
- Establish a trusted partner relationship with clients at all influence and decision-making levels.
- Listen to current and potential client needs and be able to offer EDULOG solutions to meet their needs.
- Represent EDULOG at tradeshow and conventions deemed to be in the best interest of business development within your assigned territory.
- Maintain up-to-date knowledge of industry trends, technical developments and regulations that effect target markets.
- Educate current and potential clients on industry trends.
- Inform clients of all EDULOG products and service offerings.
- Understand how to acquire new accounts, close leads/finalize opportunities and exceed performance goals.
- Drive revenue and market share in a defined territory by providing innovative software options to clients.
- Be able to maintain and generate new relationships to schedule appointments, review products, and create opportunities.
- Develop and execute product demonstrations to clients (both online and onsite).
- Generate leads by making cold calls, scheduling product demos, and meetings.
- Create and articulate software capabilities to small and large groups of individuals.
- Produce and host seminars on specific industry topics.
- Monitor competition by staying in touch with marketplace information on pricing, products, delivery schedules and industry demand.



SKILLS & QUALIFICATIONS

- Excellent verbal, written, presentation and interpersonal skills with the ability to present professional image of self and company.
- Ability to handle customer inquiries and escalations professionally.
- Able to work in a fast-paced, self-directed environment.
- Energetic and motivated personality.
- Ability to work independently and in team environment.
- 50% or more travel is required for this position. Each business development representative is responsible for traveling within their assigned territory. EDULOG clients are located throughout the US and Canada as well as a growing International presence.
- Proof of a clear DMV record is required.
- Strong negotiation and presentation skills.
- Highly proficient in Microsoft Outlook, Word, PowerPoint and Excel.

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