

Business Development Representative

Location: Remote

Type: Full-time

Min. Experience: Sales experience not required

Company Overview

Millions of people have used GiftRocket's digital gift cards and thousands of companies, including Nike, Samsung and EA, have offered them as a reward or incentive.

Gift cards have become a fundamental currency of the \$150B+ global rewards and incentives market. With its [Corporate Rewards Platform](#), GiftRocket is helping businesses adopt a modern approach to reward delivery and management. Instead of managing drawers full of plastic gift cards, companies can integrate with our API or upload a spreadsheet to instantly deliver thousands of gift cards.

We're a profitable Y Combinator startup based in San Francisco and we're looking for talented, driven people to join our team.

Role

GiftRocket is looking for a Business Development Representative to help grow our [corporate rewards business](#). As a Business Development Representative, you will be generating new business opportunities by sourcing and qualifying leads through outbound calls and emails. You'll work directly with founders and management to refine the pitch and outreach strategy.

We're seeking a candidate who's organized, diligent and well-spoken. The position is ideally suited for a candidate who enjoys interacting with people throughout the day, yet thrives in an independent, hunter role.

Responsibilities

- Generate leads by outbound prospecting.
- Research companies, identify key employees, and generate client interest in order to produce new business opportunities.
- Contact leads via email cadences and cold calls.
- Follow up with new leads in a timely manner.
- Schedule discovery calls and demos with qualified leads.
- Track and log activity in our CRM.
- Understand and communicate the value proposition of GiftRocket's

Corporate Rewards Platform.

Important Candidate Qualities

- Diligent and organized.
- Excellent written and oral communication skills.
- Experience being accountable for goals and metrics.
- Enthusiastic, hunter mentality.
- High level of comfort doing cold outreach.
- Must love helping clients solve their business needs.
- Bachelor's degree.

What's special about this opportunity?

- Work remotely.
- Fast-paced startup environment.
- Opportunity to influence the sales process in its early stages.
- Work directly with founders and management.

Please email us at jobs@giftrocket.com if you believe you're a good fit for this position. We look forward to hearing from you.