

Business Development Representative

The Business Development Representative (BDR) role is a key component in U.S. CAD's sales and growth strategy. The BDR is responsible for utilizing creative and assertive prospecting strategies to identify and qualify new business opportunities for account executives to help drive market share and revenue growth for a specific product line or geographic region. These efforts will include conducting phone calls, emails, and using professional social networking sites such as LinkedIn.

The individual we are seeking should reinforce and mesh with our core values: honesty and integrity, commitment to excellent service, accountability, and trust and mutual respect.

The position is based Irvine, CA, at the company's headquarters.

Responsibilities:

- Identify and qualify leads for account executives.
- Conduct research on targeted businesses and key decision-maker contacts.
- Present basic company and product information to prospects over the phone, email, and via online meetings.
- Gather valuable qualifying information from prospects.
- Conduct research on targeted businesses and key decision-making contacts.
- Set up meetings and calls between prospects and account executives.
- Lead high-level discovery calls.
- Provide regular updates on any prospect developments.
- Enter and manage prospect information in CRM (customer relationship management) solution.
- Adhere to weekly/monthly activity goals/quotas.
- Other duties as assigned.

Requirements:

- Bachelor's degree is preferred.
- Prior sales experience is preferred.
- Track record of achieving sales activity goals and quotas.
- Experience with multiple sales techniques.
- Excellent verbal and written communication and negotiation skills.
- Ability to work in a fast-paced, changing, open office environment.
- Knowledge of CRM solutions and Microsoft Office is preferred.

About U.S. CAD

U.S. CAD is a leading provider of architecture, engineering, and construction (AEC) technology and consulting services. Founded in 1999, U.S. CAD is an Autodesk and Bluebeam Platinum Partner delivering BIM and AEC software, training, support, production and scanning services, and virtual and augmented reality solutions designed for organizations of all sizes for better project outcomes from conception through construction. Our mission is to help clients win more, produce more, and achieve more. Visit www.uscad.com.