

Colombia Jobs Expertini®

Sr. Business Development Representative [BDR]

[Apply Now](#)

Company: LatamCent

Location: Bucaramanga

Category: other-general

As an early Business Development Representative hire at an early-stage startup, you will roll up your sleeves to do the critical work of selling Coasts product. Coast is built to help businesses with fleets save time and money, and you will identify, develop, and close relationships with prospective clients.

At the same time, you'll help build out the sales strategy and vision for our customer-first sales organization. Your contributions will directly drive revenue for Coast, while enabling the long term success of our future sales colleagues.

What you'll do:

Engage in daily cold calling, 100+ calls per day, to generate new leads and identify opportunities.

The Business Development Representatives role is to uncover and create well-qualified new opportunities through cold calling, [email and social are automated, you must LOVE the phones to succeed in this role.

Create & execute outbound campaigns (emails, calls) to book demos/meetings with relevant leads

Research and prospect ideal customers and gather key lead information through open-ended questions and thoughtful conversations

Understand the business, needs, and the buying cycle of the leads, building and nurturing preliminary relationships

Work closely with the Account Executives and the rest of the sales team to accelerate the sales cycle

Represent Coast with integrity and professionalism at all times in all written and oral communications while highlighting Coasts value proposition and key selling points to raise interest

Use Salesforce and other best in practice tools for your daily activity and process

What you'll bring:

2+ years of experience in sales or a customer facing role, B2B experience preferred
Experience using CRM such as Salesforce or Hubspot

Bachelors degree from a 4 years college or university

Ability to thrive in a fast-paced, hyper-growth environment: you adapt to situations on the fly while remaining calm and love problem-solving as we grow at lightning speed

Attention to detail, organizational skills, and fantastic with time management You're an extremely clear and direct communicator, you aren't afraid to ask questions to get to the bottom of things, and you have excellent verbal and written communication skills Ability to be autonomous, take initiative, and truly own your own success. Our team is hard-working, resourceful, and confident and not afraid of a challenge!

An enthusiasm for entrepreneurship and creativity! This might be the single most important point

Critically, you must be practical and business-minded, smart and creative, and excited about the rewards and volatility of an early-stage venture-backed startup.

Why Join Coast?

Coast is founded and led by Daniel Simon, who previously co-founded Bread (breadpayments.com), a leading payments and credit technology firm backed by some of the world's top VCs which was acquired for \$500MM+ in 2020.

Coast has raised \$56M in equity funding co-led by Accel and Insight Partners. We're also backed by top fintech and mobility venture funds including Better Tomorrow Ventures, Bessemer Venture Partners, BoxGroup, Foundation Capital, Greycroft, and Colle and

premier angel investors including Max Levchin (Affirm), Josh Abramowitz (Bread), Jason Gardner (Marqeta), William Hockey (Plaid), Ryan Petersen (Flexport), and many others. Coast is committed to diversity, equity, and inclusion. We are building a diverse and inclusive environment, so we encourage people of all backgrounds to apply. We're an Equal Opportunity Employer and do not discriminate on the basis of race, color, gender, sexual orientation, gender identity or expression, age, religion, disability, national origin, protected veteran status, or any other status protected by applicable federal, state, or local law.

About Coast:

Coast is re-imagining the trillion-dollar U.S. B2B card payments infrastructure, with a focus on the country's 500,000 commercial fleets, 40 million commercial vehicles, and many million commercial drivers.

The incumbent technologies that cater to these customers are decades old, and drivers and fleets increasingly demand modern digital experiences and affordable and transparent financial services products. Coast's mission is to deliver them at a transformational scale, beginning with the Coast Fleet and Fuel Card built on a cutting-edge spend management platform.

Opportunity generated **by nearshore staffing agency, we are honored to partner with Coast, a leader in providing in fintech.**

[Apply Now](#)

Cross References and Citations:

1. **Sr. Business Development Representative [BDR] Southkoreajobs Jobs Bucaramanga Southkoreajobs ↗**
2. **Sr. Business Development Representative [BDR] Ridesharingindustryjobs Jobs Bucaramanga Ridesharingindustryjobs ↗**
3. **Sr. Business Development Representative [BDR] Therecruiterjobs Jobs Bucaramanga Therecruiterjobs ↗**
4. **Sr. Business Development Representative [BDR] EnforcementjobsJobs Bucaramanga Enforcementjobs ↗**

5. Sr. Business Development Representative [BDR]GhanajobsJobs Bucaramanga
Ghanajobs↗
6. Sr. Business Development Representative [BDR]Nutritionistjobs Jobs Bucaramanga
Nutritionistjobs ↗
7. Sr. Business Development Representative [BDR]GuatemalajobsJobs Bucaramanga
Guatemalajobs↗
8. Sr. Business Development Representative [BDR]GeologyjobsJobs Bucaramanga
Geologyjobs↗
9. Sr. Business Development Representative [BDR]GhanajobsJobs Bucaramanga
Ghanajobs↗
10. Sr. Business Development Representative [BDR] Cv-resume-builder Jobs
Bucaramanga Cv-resume-builder ↗
11. Sr. Business Development Representative [BDR] Findjobshiringnearme Jobs
Bucaramanga Findjobshiringnearme ↗
12. Sr. Business Development Representative [BDR] HongkongjobsJobs Bucaramanga
Hongkongjobs↗
13. Sr. Business Development Representative [BDR] Canadajobscareer Jobs
Bucaramanga Canadajobscareer ↗
14. Sr. Business Development Representative [BDR] BeauticianjobsJobs Bucaramanga
Beauticianjobs↗
15. Sr. Business Development Representative [BDR] Perhourjobs Jobs Bucaramanga
Perhourjobs ↗
16. Sr. Business Development Representative [BDR] SupplychainjobsJobs
Bucaramanga Supplychainjobs↗
17. Sr. Business Development Representative [BDR] Businessjobs Jobs Bucaramanga
Businessjobs ↗
18. Sr. Business Development Representative [BDR] PandajobsJobs Bucaramanga
Pandajobs↗
19. Sr. business development representative [bdr] Jobs Bucaramanga ↗
20. AMP Version of Sr. business development representative [bdr] ↗
21. Sr. business development representative [bdr] Bucaramanga Jobs ↗
22. Sr. business development representative [bdr] Jobs Bucaramanga ↗
23. Sr. business development representative [bdr] Job Search ↗

24. Sr. business development representative [bdr] Search ↗

25. Sr. business development representative [bdr] Find Jobs ↗

Source: <https://co.expertini.com/jobs/job/sr-business-development-representative-bdr--bucaramanga-latacent-c51e9679ef/>

Generated on: 2024-05-02 by Expertini.Com