



Business Development Representative - Stacks

Are you a business professional seeking a customer relationship role within a growing Topeka-based company?

Do you enjoy meeting new people, helping them solve problems and sharing information about a business that provides amazing service with integrity? Are you a natural connector? If so, you're the kind of person we're looking for!

We are seeking an energetic individual with a positive attitude, competitive spirit, persistence and an adventurer at heart. Our candidate is modest, loyal, curious and determined to generate success for themselves and our organization.

We are a growing, stable, team-oriented company and a close-knit group looking for the right person to complement our team. Stacks is a 20-year-old business with an excellent reputation and experience serving NE Kansas. We are looking for a long term fit; serious candidates only please.

We will provide:

- A structured B2B selling process
- Strong market presence
- Tools and training to support your efforts
- Qualified leads and referrals
- Minimal overnight travel; road warriors need not apply
- Competitive base salary with commission and opportunities for bonus

Work requirements (duties/responsibilities) for this position:

- Meet with prospects to ask questions and "fact find" to provide them a solution
- Maintain our CRM database which supports our marketing efforts
- Highly organized - maximizes the use of time
- Attend networking events (on occasion most events after 5 pm, no later than 7 pm)
- Work within an established sales process and system
- Must be comfortable making a presentation over the phone, in person and interested in presenting over the internet (Gotomeeting, etc.)
- Whatever it takes to get the job done, upholding high standards of professional and ethical conduct.

Experience needed: Five years of experience working within one of our client industries (healthcare, financial management, government) or five years of experience selling to business professionals. Minimum 250 contacts on LinkedIn.

Commitment: 40 hours per week, working primarily during normal business hours with up to 40% daytime travel to meet with clients outside of Topeka; possibility for overnight events (trade shows).

Compensation: Salary plus benefits and generous commission opportunities available.

To apply for this position please submit the following:

- A detailed cover letter identifying why this position may be a fit for you as well as identifying why your experience and approach make you most eligible.
- A resume including 3 references with contact information