

New Business Developer

About Solutions by Text

Solutions by Text (SBT) was founded in 2008 with the mission to deliver impactful conversational messaging and convenient payment partner solutions that are rich, real-time and compliant. Built on hard-earned trust and SMS industry best practices, the company is the only compliance-first provider of enterprise texting solutions in the market. More than 1400 consumer finance organizations, including leading brands in auto finance, banking and lending, trust SBT to ensure convenient, effective and compliant relationships with their millions of consumers. SBT is headquartered in Dallas, TX with remote teams and offices around the US and in Bangalore, India. For more information, visit <https://solutionsbytext.com/>.

Game-changing Technology Built for Growth

Solutions By Text (SBT) has changed the way compliant businesses communicate and transact with their customers via mobile devices. Since adding its first client, SBT has quickly become the leading text provider to consumer finance companies and various other regulated industries. Recognized as an Inc 5000 fastest growing companies, SBT continues to grow and expand through the addition of great employees who desire a growth culture.

Mission for this Role

As a New Business Developer, you will nurture and grow direct sales. You will be a key player in our sales organization, and we want you to take part in both the sales activities and business development within the department. You are also responsible for developing and executing the business plans and exceeding revenue targets.

You report directly to our CRO Chief Revenue Officer. Your primary customers are large companies in a variety of different industries including, but not limited to: Consumer Finance, Banking/Credit Unions, Utilities, and Healthcare.

Responsibilities

- Develop and execute the direct sales strategy
- Meet and exceed KPIs and sales targets
- Build and drive direct sales activities

- Possess deep knowledge of business product offering and value proposition
- Contribute to business development
- Execute outbound campaigns and activities
- Pipeline and forecasting management through Salesforce
- Develop client portfolio
- Contribute to co-marketing campaigns
- At all times remain updated with competition

Competencies and Experience

- Minimum 3-5 years field experience of quota-carrying experience in a fast-paced and competitive market.
- Minimum 3-5 years of quota-carrying experience generating pipeline and selling with or through partners.
- Demonstrated ability to articulate the business value of enterprise B2B technology.
- Understanding of partner programs from technology vendors in the market.
- Ability to work under daily/weekly deadlines in a fast-changing work environment.
- A proven track record of overachievement and hitting sales targets.
- Credibility in selling at all levels and evidence of building strong relationships.
- Consultative or value-selling experience preferable.
- Driven and competitive with a strong desire to overachieve.
- Curious, coachable, and a willingness to learn.
- Passion for increasing customer happiness and deepening customer relationships
- Comfortable and willing to be a hands-on contributor
- BA/BS preferred or similar experience

General Duties and Expectations

- Adhere to the Company's Code of Conduct/Ethics
- Create and maintain effective working relationships with other Company employees
- Ability to multi-task, prioritize, and manage time effectively
- Contribute to the professional culture within the office and the company overall
- Project a professional and appropriate Company image in all dealings with clients, vendors, business partners and visitors.

- Ensure security of information in all matters pertaining to company, client, and consumer information
- Support the efforts of senior management and sales staff by maintaining business network of contacts as clients change roles and/or companies.
- 40-50 hour work week in pursuit of company objectives
- Ability to travel up to 50% as needed
- Contribute to the professional culture within the office and the company overall