

Business Development Representative (BDR)

Mogli Technologies delivers a native Salesforce application for SMS and WhatsApp communications and impeccable Salesforce implementation services to global education organizations, nonprofits, social ventures, foundations and international development organizations, and an expanding base of commercial organizations. Our products and implementations are easy to use and have robust functionality. Our fantastic team members have won the loyalty of clients around the world. We are a small, high-trust team with a focus on accelerating the success of our clients globally.

The primary responsibility of the Business Development Representative is to help grow the client base through proactive lead follow-up, prospecting, and sales engagement. The ideal candidate embodies hustle and tenacity and will join the sales team in a role that will be integral to achieving company sales plan/goals. You will be the first point of contact in the marketing and sales process for our potential and existing clients. You will use several key tasks to generate leads and optimize business development. These include but are not limited to: research, lead generation, post event follow-up, cold calling and emailing, networking, social selling, and qualification.

What we hold sacred around here:

Trust. We authentically extend trust in our relationships and all that we do. We seek to create a culture where you will thrive, have the autonomy to do your best work, and serve clients the way you have always wanted to.

Empathy. It's a powerful characteristic that's about being in tune, seeing, knowing, and understanding while also relating as a human in a tech-minded world. Instead of serving our own interests, we are wired to serve others. Drive without purpose and intention isn't our gig.

Hustle & Tenacity. We are a driven group of individuals who are happiest in motion. We take pride in delivering exceptional experiences for our clients. We are invested in setting people up to succeed, and when there are challenges, we will stay with it through resolution.

Creativity. This characteristic is essential in what you do and how you do it. Whether through our tech, how we support our unique client needs, or how we creatively scale and grow with each other, a creative approach often makes the difference in showing up fully for our clients and each other.

Growth Minded & Open to Change. Mogli is in growth mode and being at ease with change will help you succeed and evolve with us.

Some traits we're looking for, from you:

- Articulate, friendly, optimistic, goal-oriented and success-driven
- Consultative selling and closing skills, or the aptitude to learn
- Strong technical understanding of the product and services
- Excellent communication, negotiation, persuasion, and partnering skills
- Ability to set own appointments.
- Strong presentation skills
- Excellent conversion skills (convert MQL and SQL leads to sales calls)
- Strong organizational skills along with the ability to handle multiple priorities quickly and efficiently while working within tight deadlines are imperative
- Ability to anticipate what needs to be done and to proactively take action
- Driven, high energy, flexible and positive attitude
- Documented success in turning unqualified leads into sales revenue.
- An innate sense of what is important and what is not in the context of the sales cycle

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- Previous success working independently and/or self-motivated without the need for constant direct oversight.

What your day-to-day looks like:

- Manage prospect lists and engage individuals appropriately (new contacts from events or other targeted lists, old prospects needing a new personal touch or from any team or partner referrals)
- Tenaciously manage chats and prospect/client engagement on website chat and Appexchange chat
- Keep prospect data and lists in Salesforce and Hubspot clean and up to date with relevant data, activity, and next steps
- Work with sales team scheduling demos, conducting discovery calls, pricing, and follow-up
- Work with Sales and other team members to managed closed lost lists and stale leads/opportunities to determine if there is an opportunity now for a sale
- Manage careful coordination of marketing and sales activities to be ready for any campaigns, events, or other engagements to optimize conversion rates

What you bring to the table:

- A minimum of 1-3 years of sales experience
- 1 yr of Salesforce experience

Compensation and Benefits:

- \$58-65K base, OTE up to \$75k, dependent upon experience
- Complete Medical, Vision, Dental Insurance, Short-term/Long-term Disability, and Life Insurance fully covered by Mogli
- Matching 401k plan
- Time off: 15 days PTO, 9 US Federal Holidays, 6 paid sick days; option to utilize floating holidays
- Work from Anywhere

Please submit a cover letter and resume to jobs@mogli.com.

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