

Business Development Representative

Mogli Technologies delivers a native Salesforce application for SMS and WhatsApp communications to global education organizations, nonprofits, and 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 high-trust team with a focus on accelerating the success of our clients globally.

We are looking for a Business Development Representative (BDR). The BDR performs an important function within Mogli. Our pipeline is our lifeline. You're the first line of communication with all potential prospects and will be Mogli's biggest advocate. The primary responsibility of this role is to help grow the client base through proactive lead follow-up, prospecting, and sales engagement. The ideal candidate embodies tenacity and will join the sales team in a role that will be integral to achieving our sales plan/goals. 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. Through your extensive knowledge of our sales process, it is our hope this role will transition seamlessly into an Associate AE role.

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.
- A strong desire to gain a technical understanding of solutions and value propositions.
- Excellent communication, negotiation, persuasion, and partnering skills.
- Previous success working independently and self-motivated without the need for constant direct oversight.
- Strong oral 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.
- Ability to anticipate what needs to be done and to proactively take action.
- Driven and flexible.
- Documented success in turning unqualified leads into sales revenue.

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- An innate sense of what is essential and what is not in the context of the sales cycle

What your day-to-day looks like:

Prospect Engagement

- Manage prospect lists and engage individuals appropriately (new contacts from events or other targeted lists, old prospects needing a personal touch, or from any team or partner referrals).
- Manage incoming prospect/client chats via multiple channels timely and efficiently.
- Keep prospect data and lists in Salesforce and Hubspot clean and up to date with relevant data, activity, and next steps.
- Work with the Sales team to schedule demos, conduct discovery calls, discuss pricing, and follow-up
- Effectively utilize the lead qualification process as well as documenting sales information in Salesforce following the lead process.
- Work with Sales and other team members to manage closed lost lists and stale leads/opportunities to determine if there is an opportunity 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.
- Potentially participate at events which may involve business travel.

Assisting in Prospect Management alongside Account Executives

- Lead product inquiry and discovery calls and understand prospect needs.
- Provide demos appropriate to the needs of the prospects.
- Prepare and deliver proposals to prospects.
- Deliver agreements, invoices, and work to close business.
- Provide a careful handoff of the new client to the client success team.
- Build and create a new sales pipeline.
- Maintain real-time and accurate prospect and Opportunity data within Salesforce.

What you bring to the table:

- Minimum of one year of demonstrated success in an outbound prospecting role
- Experience in lead qualification, outbound prospecting, and lead development management
- Experience with Salesforce
- Strong communication skills (both written & verbal); ability to reach prospects creatively, position solution/products

Compensation and Benefits:

- \$58-75K base, OTE up to \$85k, dependent upon experience
- Complete Medical, Vision, Dental Insurance, Short-term/Long-term Disability, and Life Insurance fully covered by Mogli
- Matching 401k plan
- Flexible Time Off, 9 US Federal Holidays, 6 paid sick days
- Work from Anywhere

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

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