**About en>compass Solutions, Inc.**

Encompass Solutions is a US based organization formed in 2001, and currently has a staff of 40 people, all of whom have 12+ years of experience with the implementation, and long term support of enterprise systems. Our focus is on delivering information technology services to enterprise customers. We sell Enterprise Resource Planning software, implement, and support customers, primarily in the manufacturing area.

As a result of aggressive growth in the industry and some exciting strategic direction changes as a company, we are in need of a wide range of skilled professionals this year.

* If you are a technically minded individual excited to be a unique part of a rapidly growing business in a fast-moving industry
* If you have a thirst to learn and be a part of a dynamic and close-knit team
* If you want the opportunity to work in an environment that promotes independence, innovation and rewards success, please contact us at [careers@encompass-inc.com](mailto:careers@encompass-inc.com).

**Position:** Business Development Representative (BDR)

**Location:** Greensboro, NC

**Job Description:**

This role requires a disciplined individual who thrives on interacting with small and mid-sized business leaders looking to leverage technology to fuel the growth of their organization. Working closely with our marketing team and with our territory managers, this role’s main purpose is to ‘warm up’ interested business owners, prequalify their level of fit, their level of readiness and then, when appropriate, connect them to one of our territory managers. In most cases, the individual in this role is the first point of contact and will engage these potential clients through phone calls, email, and social media.

**Benefits include** competitive compensation, flexible scheduling, inspiring loft office space, health care package, 401K Match, 15 days paid vacation/sick leave, and opportunity for advancement.

**Responsibilities:**

* Manage current prospects and customers data base in existing CRM
* Research, manage and compile a list of highly targeted prospects using various lead sources from industry related associations, trade publication websites, and Google search
* Follow-up phone calls and emails on a CRM system on a weekly basis
* Additional telemarketing duties to include sales audit, quality assurance and testimonials
* Join LinkedIn groups and engage your network by posting helpful comments and links to relevant content
* Brainstorm with team on additional marketing efforts
* Occasionally attend local networking events

**Desired Skills & Experience**

**Requirements:**

* Work from corporate office in Greensboro, NC (Revolution Mill)
* Strong telephone etiquette and email etiquette
* Business acumen (base understanding)
* Core understanding of technology and an interest in learning new software
* Proficiency in MC Office, Excel, Power point
* Ability to acquire new knowledge and skills using self-study modules
* Experience in initiating contact with prospective and existing customers
* Experience in working with a CRM (ConnectWise, HubSpot preferred)

**Knowledge, Skills and Abilities**:

* Interpersonal Skills
* Highly disciplined – you value process and systems
* Action oriented – you prefer to act vs overthink
* Sense of urgency – act now vs later
* Naturally curious – you love to learn; seeking to understand
* Adaptability and flexibility - you expect and adapt to change as needed
* Emotionally mature – a little rejection will not faze you
* Excellent written and verbal communication skills
* Open to feedback – you are coachable

**Nice-to-haves:**

* Interest in IT, Manufacturing, Supply Chain and Logistics
* Sales experience - BDR
* SAAS and/or software sales
* Experience with small to mid-sized businesses