

Jr. Business Development Associate

Job Description

We are looking for a dynamic self-motivated junior business development associate to drive business development for our project analysis software, Acumen Fuse®. The ideal candidate will be comfortable making more than 50 calls a day to determine qualification of leads and identify sales opportunities. Must be a fast learner. Strong computer skills and technological understanding a plus.

Desired Skills & Experience

Knowledge or experience in the field and experience with MS Project, Primavera, Deltek and other leading project management vendors is a plus. Should be comfortable in the dynamic atmosphere of a fast-paced organization with a rapidly expanding customer base. Must possess strong presentation skills and be able to communicate professionally in written responses to emails, RFPs, and when submitting reports. Must be organized and analytical and be able to eliminate sales obstacles through creative and adaptive approaches.

- 1-2 years of experience in inside sales
- Experience with software sales a plus
- A self-starter personality with the ability to achieve goals and objectives
- Ability to effectively cold call, network and identify new sales opportunities
- Excellent communication, negotiating and closing skills
- University degree

Company Description

Acumen specializes in developing and marketing software products for project management, including Fuse, a metric analysis and visualization tool assessing all aspects of a project plan's quality and performance characteristics from planning through execution to closeout. Using libraries of metrics, Fuse analysis provides a powerful means of pinpointing problematic areas and activities within a project and providing solutions for resolution.

Contact

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