

BDI is hiring an Account Executive to help us continue our 100% year over year revenue growth. The Account Executive will lead new business generation through strategic prospecting. We are seeking a highly ethical and transparent person to join our team. Compensation includes a competitive base salary and a generous commission.

## KEY RESPONSIBILITIES:

- Prospect for new clients by networking in the field, digitally and cold calling to generate interest from potential clients
- Identify decision makers, schedule and conduct new meetings with qualified prospects
- Manage protracted sales cycles from end to end
- Identify and pursue long term growth opportunities
- Close new business deals to meet quarterly goals

## REQUIRED EXPERIENCE:

- Minimum 2 years of B2B enterprise sales experience
- Proven new revenue generation
- Ability to interact and collaborate with a diverse group of professionals

## REQUIRED SKILLS SET:

- Outstanding attention to detail and organizational skills
- Confident self-starter who works well independently
- Excellent phone manner and business etiquette
- Strong interpersonal skills
- Ability to use Google Drive, Excel, LinkedIn, Salesforce

Qualified applicants should send a resume and cover letter to [splima@bdionline.com](mailto:splima@bdionline.com)

### ABOUT BDI

Business Development Institute is a marketing agency that specializes in the planning and production of private corporate events. Founded in 2001 and headquartered in the heart of New York's Financial District, BDI is powered by a small, diverse team of staffers that conceptualize, plan, and execute events from start to finish. Work is fast-paced, challenging, and rewarding; our large portfolio of high-profile clients covers multiple industries in every major city in the United States. Given a steadily increasing demand for private events in the B2B tech industry, BDI is and will continue to grow as we take on more clients. For the right candidate, BDI is an excellent place to jump-start an ambitious career in event production and marketing.