

## Business Development Representative (BDR) – Minneapolis, MN

InterDyn BMI, A Columbus Company has been effectively combining traditional Microsoft products with Microsoft Business Solutions software to provide flexible, innovative and fully integrated solutions since 1985, InterDyn BMI helps small to large organizations manage installations and software applications in a timely and cost-effective manner. Our world-class consulting team includes industry specialists that have experience implementing vertical solutions as well as many ongoing services to meet our clients' specific requirements.

The **Business Development Representative** (BDR) will work with the Sales and Marketing department to primarily identify and qualify, and close some, new business opportunities. You will be part of a high performing team and will have daily interactions with sales, marketing leadership, strategic business partners and prospect decision makers.

The source of leads will include social media, marketing campaigns and own leads found through cold calls and other prospecting activities. A high daily call volume is expected. Leads, once qualified, are to be handed over to account managers or executives, unless the deal can be closed directly on the call.

The business development representative reports to the Inside Sales Manager.

### **Responsibilities of this Business Development Representative include:**

- Collaborate with the marketing team to increase marketing campaign success through increased awareness, attendance and lead generation
- Strategic relationship building and relationship management with business partners to provide awareness and education on InterDyn BMI and uncover new lead sources
- Outbound calling to executives and management professionals within targeted account areas
- Conduct high level consultative discussions with decision makers
- Manage and conduct nurture activities directed towards prospective clients, including building a relationship, and providing education on our service and the Microsoft Dynamics products
- Participation in sales training, webinars, product training and Columbus marketing events
- Close simple, packaged deals (e.g. Dynamics365 Financials) over the phone

### **Desired Skills and Experience**

- Strong written and oral communication skills required
- Working knowledge of business software (ERP, CRM, BI)
- Ability to thrive in a collaborative atmosphere, as well as, work individually

- Excellent organizational skills with the ability to establish priorities and proceed with objectives
- Knowledge of Microsoft office software tools such as Word, Excel and Outlook required
- Past experience working with/in CRM systems, specifically Microsoft CRM desired
- Previous experience in a B2B sales environment
- Demonstrates high personal energy and self-management
- The work will be done out of our Minneapolis office and presence 5 days a week is expected

**What we offer:**

Our mission is to enhance the lives of employees and customers by working together to provide quality business solutions. This is a full-time position with an excellent compensation and benefits package, a flexible work environment, and a culture that encourages collaboration and a healthy balance of life and work. In InterDyn BMI you will have great career and growth opportunities in a growing organization that is part of an international consultancy with subsidiaries all over US and Europe.

**Location:**

This position will be working out of our Minneapolis Office and presence 5 days a week is expected.

**How to apply:**

If you are excited about joining InterDyn BMI in a relaxed yet challenging work environment, please apply via our LinkedIn posting at: <https://www.linkedin.com/jobs/view/407780163/>.

Key words: MS Sales, Sales, Business Development , Microsoft Dynamics , CRM , Dynamics CRM , sales metrics , key performance indicators , KPI , call , targets ,