



## **Business Development**

Boise-based technology company is seeking highly motivated individuals to grow within a fun, fast-paced and family-oriented culture. Successful candidates must have high energy, enjoy meeting new people, and be a champion of new technology in both their personal and professional life.

Integra PaperLESS Business Solutions is a small document management company, headquartered in Boise, Idaho, providing software, hardware and scanning solutions to thousands of Northwest area businesses over the past 36 years. Go Digital, Go PaperLESS!

### **The Candidate:**

- Enjoy meeting new people.
- High-energy, positive attitude.
- Champion of new technology & social networking/SEO.
- Active listener & open communicator.
- Strong verbal & written communication skills.
- Creative problem solver.
- Brand ambassador.
- Accountable for commitments, to a fault.
- Driven by the next opportunity.
- Polished and presentable appearance.
- Familiarity with information systems and/or computer programming.
- Able to know your audience (IT, AR/AP, CFO, CEO) and speak accordingly.
- Thrive in chaos and challenge convention.
- 24/7, always on.
- Invested in continuing education.

### **The Job:**

- Recognize opportunity.
- Responsive to customer needs.
- Manage customer accounts.
- Drive new business.
- Qualify prospective customers.
- Generate face-to-face meetings.
- Telemarketing - Appointment Setting.
- Document activity in CRM database.
- Develop proposals.
- Manage multiple development campaigns.
- Survey customer's environment and define ROI.
- Build and maintain strong client relationships.
- Develop, negotiate and close opportunities.
- Stay current with new products and technology.
- Track & report weekly activity.
- Demonstrate software and hardware products.
- Prioritize responsibilities.