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## **Business Development Professional**

### Remote

Dymaptic is a small woman-owned software engineering company headquartered in Portland, OR. We build mapping software for our clients and develop off-the-shelf products. Our customers include Fortune 500 companies, non-profits, and large municipal governments, and our software engineers combine commercial tools, open-source software, and custom code to build the complete solutions our clients need.

Did we mention that we are small? That means every one of us often wears multiple hats, which we think is very exciting. It affords us the opportunities to learn and develop and, thus, to grow in leaps and bounds professionally. However, our small size also means that for you to be a great fit with us, you must be self-motivated, have high-energy, and truly enjoy the varied and fast-paced environment of a small firm.

### **What You'll Do as a Business Development Professional**

In your role as a Business Development Professional, you will help us build our customer base by pursuing sales opportunities to sell the full breath of dymaptic services to organizations needing custom GIS development and GIS administration services. While your responsibilities are not limited to the following, you will, for example:

- Develop a deep understanding of dymaptic's products and services and articulate the value propositions, features, and benefits of these services
- Carry out end to end sales activities (develop proposals, present offers, negotiate, and close opportunities)
- Perform demonstrations of dymaptic's products to customers
- Work with marketing colleagues to create and publish marketing materials on our website and social media.
- Brainstorm with the executive team and developers to create new market opportunities.
- Create sales pitches and related messaging and door opening content.
- Find and follow new sales leads, including lead development and closure.
- Attend industry networking events and utilize key social networking tools.
- Gather and analyze market and industry intelligence, metrics, and trends to determine customer needs.
- Actively utilize CRM to record activities, ensuring contact details are accurate, duplicates are removed, new information is added, and accurate call / visit logs are entered
- Write and promote blog articles
- Develop exceptional knowledge of GIS and related services and solutions.

### **Qualifications of Our Ideal Business Development Professional**

- Minimum 5 years of business development experience for a software company with a proven track record of success.
- Experience with GIS technology is a huge plus
- Excellent communication skills
- Desire to work autonomously and take accountability for own performance
- Ability to identify prospect needs and quickly recognize buy signs

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- Strong closing skills

### **Your Reward**

Dymaptic employees and contractors work remotely. That means you can work from home, from a coffee shop, or on a beach in Hawaii. As long as you are reliable and meet your goals, you can work from wherever. You must also reside and have the right to work in the U.S. Sorry, we are not able to provide work visa sponsorships.

Our full-time employees enjoy a healthy compensation package which includes medical, dental and vision, 401k matching, and a flexible work schedule.

Finally, since we are small, you get to help us grow and grow with us.