

New Business Developer

Does NO motivate you to do more and keep going? Do people admire your persistence and scrappiness? Have you proven you can find, connect with and secure appointments with the busiest people? Do you inspire total confidence in what you are selling? **If so, we're looking for you!**

Envano is seeking an energetic, enthusiastic, persistent and focused New Business Developer. What does that mean? It means you lead the charge in finding new clients for the Envano team to help win in the digital marketplace.

This is not a good fit if you prefer giant employee handbooks and being told exactly what to do and how to do it. **This person will get the ball rolling and be the tip of the spear in Envano's quest to dominate the Digital Marketing Space.**

Here's What We Need From You

- ✓ Strategically grow our client portfolio by leveraging Envano's experience to carefully choose prospect and pitch new business in grocery, healthcare, consumer goods and manufacturing. Act as first point of contact with potential leads.
- ✓ Promote and market Envano as a fun, smart, and very creative digital firm, known for assisting brands to build their online presence and drive business impact.
- ✓ The above is measured by the conversion effectiveness in proactive prospecting and client acquisition. You are not afraid of phones, emails, text messages and figuring out how to battle through the clutter and communicate with our ideal client.
- ✓ Enter and track leads in CRM and assists in the maintenance of customer database.
- ✓ You are a LinkedIn Sales Navigator ninja, bending the tool to your will.
- ✓ Generate and submit prospect reports.
- ✓ Ultimately, play a leading role in securing revenue growth of 15 to 20% annually.

Role Support:

- ✓ CEO and team leaders: Time, input, full firm endorsement of the position and process.
- ✓ Staff Support: time from Interactive Business Strategists, strategic



Company

Envano Inc.

Salary/Wage

Salary plus commissions

Job Category

Sales, Digital Marketing, Internet

Career Level

Experienced (Non Manager)

Status

Full-time position with benefits, 401K w/match and Paid Time Off

Experience

7+ years of related work experience

Education

Bachelor's degree

Contact

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planning, research, creative, design, content, and project management.

envano.com

- ✓ Tools: G-Suite, SharpSpring, Leedfeeder, LinkedIn Sales Navigator, Zoom, Skype, GoToMeeting and Workamajig. As well as target lists.
- ✓ Budget: To secure the resources necessary to be effective. Trade Shows.
- ✓ Training: Onboarding and training of tools

About Us

For 18 years, Envano has worked to help leaders navigate rapid change and align their physical and digital experience. Our goal is to help our clients find value in the ever changing digital world and realize their desired business impact.

What makes a good Envano Team Member?

We seek to redefine the landscape in digital business, whether it's marketing, sales or service for and with our clients. We don't develop technology, we leverage it at the right time, in the right way to the benefit of our client partners. Our team is filled with dynamic, assertive thought leaders who excel in their chosen disciplines. Yet, we all understand and accept that we are only one piece of a successful team. Passionate, exuberant, feisty, challenging, assertive, innovative, and creative are all words that are used to describe us.

We seek to understand our client's' goals and objectives and provide unique and often challenging insight in our field of expertise. Today it is mobile, augmented reality, tomorrow is what? You may not know but we are already experimenting, playing with, and learning what is going to help our clients WIN into the future.



You're Curious

You seek to learn new things and are excited to look at the world differently. You are great at helping clients see through different lenses and understand different ways of approaching problems.



You've Got Serious Skills

You are not afraid of working with a passionate group, even if they challenge you professionally. You are not afraid of being held accountable by your team and our clients.



You Love Technology

You are connected. Maybe you blog, Tweet, Facebook, or are LinkedIn. You try new apps and software, love getting new devices, and turn to Wikipedia or Google when you want to know about something.



You're Nimble

You are not afraid of hard problems or seemingly impossible challenges. Change doesn't scare you, it energizes you.



You're a Goof

You think about your work all the time, in fact you have trouble knowing when you are working and playing.