



Open Position

Business Development Representative

Basic Function: Responsible for outbound lead generation and inbound lead qualification.

About SencorpWhite: SencorpWhite is an industry-leading designer and manufacturer of advanced logistic systems, thermoformers, sealing machines, and inventory management software. We offer customized solutions with in-house engineering, design and manufacturing capabilities, on-site maintenance, and service with field service engineers located throughout the United States.

Primary Duties and Responsibilities:

- Generates qualified leads for target markets and accounts using outbound marketing techniques.
- Researches, prospects, qualifies and transitions leads for Regional Sales Account Managers.
Enthusiastically works on outbound activities that include a mix phone, e-mail, and social media touch points.
- Highly organized to generate an outbound sales cadence with 150 prospects per day
- Captures accurate and legible documentation for all activity, recording information in customer relationship management solution.
Successfully and accurately answers prospect questions and provides appropriate additional information to Sales Account Managers.
- Focuses on achieving defined monthly qualified lead productivity goals.
- Strives to continuously improve to enhance qualified lead volume and sales conversion rates
- Assists in executing marketing campaigns to prospective and existing customers.

Education and Experience:

- Bachelor's Degree in Marketing, Communications, English, etc. preferred.
- Two years of previous experience is preferred. Strong recent graduates considered.
- Excellent verbal and written communication skills required.
- Strong digital marketing skills preferred.
- Ability to learn and understand product, market and business strategies required.
- Continuous improvement approach required.

To Apply: To refer a candidate logon to ADP and go My Quick Links Career Center on the home page or [Click Here to Apply](#)

\$500 Referral Reward for this Position