

BDR Success Profile

Below is the success profile for the BDR Program.

If interested, please send a resume and cover letter to hhorner@renovia.com.

Job Description:

Role/Title: Business Development Intern	Department: Sales	Location: Indianapolis / Remote
Reports To: Account Executive	Date: 11.30.2020	
<u>Company Overview</u> <p>Renovia is in the commercial construction industry specializing in coatings and repairs.</p> <p>Our passion lies in building relationships with customers to solve their problems. All projects begin with a foundation of respect and trust, which we embrace as an opportunity to prove our reliability and expertise. Success is measured in our ability to consistently deliver timely, professional, quality work that allows us to continue strengthening these relationships.</p> <p>At Renovia our painting expertise is the framework of our business, yet our goals are greater. We're dedicated to improving lives by providing lasting, positive impact in the communities we serve.</p> <p>For further information on Renovia, check us out online at www.renovia.com To apply for this position please email your resume' to Hank Horner at hhorner@renovia.com</p>		
<u>Company Fit</u> <p>Humble: Share credit, emphasize team over self and define success collectively rather than individually.</p> <p>Hungry: Always looking for more. More things to do. More to learn. More responsibility. Hungry people never have to be pushed to work harder because they are self-motivated and dilligent. Carry the midset each day of "I will not lose today."</p> <p>People Smart: Common sensical about people, appropriate and ware of what is happening in a group situation abd how to deal with others in the most effective way. People smart people ask great questions, listen to what others are saying and stay engaged in conversations intently.</p>		
<u>Job Summary</u> The Sales Intern is accountable for front end sales through outbound prospecting.		

Job Responsibilities

- Prospect daily for new business through cold calling/emailing
- Work directly off of the provided call list using provided messaging
- Log all completed call activity in Salesforce
- Schedule all follow up and next step activity in Salesforce
- Utilize outlook for managing calendar and time effectively
- Schedule meetings from activity directly onto AE's calendar

Competencies / Skills Required

- **Self-Starter**
 - Able to motivate and manage oneself in a remote work environment
 - Prioritize tasks by important and deadlines
 - Able to deliver results with need for micro-management
 - Hungry for experience and growth in personal business acumen
- **Sales Acumen**
 - Utilize the script and call lists provided
 - Anticipate the risks and rewards of decisions and how they impact bottom line
- **Results Oriented**
 - Exhibit tenacity to identify, prospect, and cultivate new customers
 - Measure success to personal and company goals
 - Develop understanding of customers decision making process
- **Customer Focused**
 - Identify and anticipate customers needs
- **Communication**
 - Effectively communicate relevant information from cold outreach to the scheduled meeting with AE

Outcomes / Measures of Success

- Performance will be measured by two key metrics
- Outbound Activity - to be measured in Salesforce through marking all tasks completed and scheduling tasks for next steps
- Meetings Scheduled - to be measured in Salesforce through the Call Result section and reviewed bi-weekly with AE.

Education/Knowledge/Skill Requirements

- Knowledge of Salesforce or CRM's preferred
- Serve-First Mentality
- Eager and ready to learn and commit to the opportunity