

United States Jobs Expertini®

Business Development Representative (New York, NY).

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Company: Box

Location: United States

Category: other-general

WHAT IS BOX?

Box is the market leader for Cloud Content Management. Our mission is to power how the world works together. Box is partnering with enterprise organizations to accelerate their digital transformation by creating a single platform for secure content management, collaboration & workflow. We have an amazing opportunity to further establish ourselves as leaders in the space, & we need strong advocates to help us achieve that goal.

By joining Box, you will have the unique opportunity to help capture a majority of this developing market & define what content management looks like for the digital enterprise.

Today, Box powers 100,000+ businesses, including many top Fortune 500 companies who trust our secure collaboration platform to manage the entire content lifecycle.

WHY BOX NEEDS YOU

As an Outbound Business Representative, you'll be responsible for reaching out to potential customers & nurturing relationships with both new clients & our existing customer base.

You will collaborate closely with our Mid-Market, Enterprise Account Executive Team, & Marketing Teams to generate qualified sales leads, schedule meetings, & create new business opportunities. We are looking for individuals who are motivated by sales targets & can take initiative in their work. We welcome applicants from diverse backgrounds & provide comprehensive training, tools, mentorship/leadership support to help advance your career at Box.

WHAT YOU'LL DO

Generate sales-ready meetings & opportunities for Mid-Market or Enterprise Account

Executives using Box's qualification criteria

Initiate exploratory conversations with key decision-makers at targeted accounts

Create strategic target account lists within a defined territory based on research

Connect with potential clients through initial outreach via phone & email, actively seeking to understand their requirements

Utilize Salesforce according to Box's standards for lead management metrics tracking

Collaborate cross-functionally with various teams at Box

WHO YOU ARE

6 months+ of experience in Sales or Business Development

A team-centric mindset - demonstrated ability working well in a collaborative environment

Excellent time management skills

Strong relationship-building abilities

Preferred Experience:

Experience addressing customer needs & solving complex challenges

Proven ability to achieve goals & objectives in a dynamic work environment

Head-over-heels about this role but not sure you meet all the requirements? Apply anyway! Studies have shown that women & people of color are less likely to apply to jobs unless they meet every single qualification. At Box, we take a big-picture approach to hiring that fosters authenticity, diversity, & inclusion. If you're passionate about this opportunity, chances are, you shine pretty bright.

EQUAL OPPORTUNITY

We are an equal opportunity employer & value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, disability, & any other protected ground of discrimination under applicable human rights legislation. Box strives to respect the dignity & independence of people with disabilities & is committed to giving them the same opportunity to succeed as

all other employees. Inclusiveness is core to our culture at Box, & we strive to ensure you get the most from your interview experience.

Box makes reasonable accommodations for applicants with disabilities. If a reasonable accommodation is needed to participate in the job application or interview process, please complete Reasonable accommodations may include scheduling adjustments, document dictation & beyond.

For details on how we protect your information when you apply, please see our If you are a California-resident, please read our California Applicant & Candidate Privacy Notice .

Box is committed to fair & equitable compensation practices. Actual base salary (or OTE if commissionable role) is dependent upon factors such as: knowledge, skill level, experience, & work location. This role is also eligible for equity & benefits. For more information on benefits, check out our & additional .

In accordance with OFCCP compliance, here is the .

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