



BUSINESS DEVELOPMENT REPRESENTATIVE

Description:

Are you driven by results and achieving goals? As a Business Development Representative, you will build core skills in sales and relationship management, achieve exceptional commercial outcomes, and directly impact stakeholders inside dealerships.

Company Overview:

LotVantage is the leading provider of digital marketing products for automotive, powersports, marine, and RV dealerships helping dealerships market inventory on a Local and National level while providing dealers with a Social Media Presence. Founded in 2008, LotVantage has provided the automotive, powersports, marine and RV industries with the innovative software they need to grow sales and increase revenue.

Job Summary:

The primary responsibility of this position is to identify and help to develop strategic relationships with potential customers and assist in the development of a strong pipeline of new customers through direct customer contact and prospecting.

Essential Duties and Responsibilities:

Core duties and responsibilities include, but is not limited to, the following:

- Educate prospective or new clients – over the phone – on the value of LotVantage’s renowned products and services.
- Partner with Account Managers to create customized plans for sales territories, with a goal of achieving monthly, quarterly and annual revenue targets.
- Research prospective clients or current clients to identify new sales opportunities, customize communications strategies, and ensure clients are maximizing their use of our extensive products and services.
- Proactively schedule sales or service interactions via phone (including cold calling) and email to share new work, drive client utilization, and educate stakeholders on the value of LotVantage’s products and services.
- Recruit prospects or clients to attend live and online events, such as webinars, to showcase the value of LotVantage membership and drive the close of key sales and renewal opportunities.

Minimal Qualifications – Education and/or Experience:

- Bachelor's or advanced degree is preferred and/or comparable work experience required
- Desire to meet and achieve goals
- Ability to establish credibility and build relationships via phone, email, social media
- Excellent communication, interpersonal and presentation skills



- Effective problem solving, time management and organizational skills
- Intellectual curiosity, along with a competitive spirit
- Ability to work well under pressure
- Ability to work with people from all backgrounds, internally and externally

Benefits Offered:

- Competitive Compensation Package
- Medical PPO or High Deductible with Health Savings Account
- Dental
- Life Insurance
- Disability; Short & Long Term
- Accidental Death or Dismemberment
- Paid Time Off
- 7 Paid Holidays + 1 Floating Holiday
- AFLAC Supplemental plans

Please note this job description is not designed to cover all duties and responsibilities of the employee to effectively do their job. Eligibility requirements apply to all benefit plans. LotVantage reserves the right to alter all benefit offerings at will. LotVantage is an Equal Employment Opportunity/Affirmative Action employer.

Please submit a cover letter and resume with your reply to HR@thatsus.com