

xCraft
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Business Development Representative Job Posting:

xCraft is the fastest growing drone manufacturer in the Northwest. Our mission is to develop powerful flying machines that change the world. We are looking for a rock star Business Development Representative who is sharp, enthusiastic, and driven and wants to attract prospective customers, develop their career in Sales, and work with companies all over the world. A BDR must possess inherent leadership qualities, polished business acumen, a love for technology, and a fun sense of humor.

From our Coeur d'Alene Office, you will work with a small sales team, our marketing team, and report directly to our VP of sales to build viable revenue pipeline for the business. And while you're BDR, we'll teach and coach you about drones sales, go-to-market strategies, and how to reach your potential.

Are you highly organized, and do you exude an infectious, positive attitude? Do you know how to hustle, approach your work with a beginner's mind, and want to win?

Responsibilities:

- Own the Sales Development efforts in assigned verticals and the goals of scheduling demos and creating revenue opportunities. (You will be measured by number of demos, conversion to opportunity and resulting conversion of opportunity)
- Invest time corresponding and engaging with senior leaders of large businesses - on the phone, by email, via screen sharing, and social media outreach.
- Evangelize the xCraft offerings, and educate prospects on how our USA manufactured drones can fill their needs in the market space.
- Represent xCraft at industry events and conferences around the country.
- Manage and track your work using Hubspot.
- Recognize your peers for leading by example, inspiring, and being awesome.

Qualities we are looking for:

- Confident attitude on the phone and in presentations
- A strong desire to learn through observation of your peers and customers
- Desire to climb the ladder quickly from BDR to BDR2, Sales Director, and Senior Sales Director

xCraft is dedicated to building great products and a great work culture. We want to see our employees thrive and enjoy what they do each day. We believe this is the heart of success.

Some cool stuff about us...We have snacks and a stocked fridge- Friday flight days with drone flying and drinks- Startup atmosphere in downtown Coeur d'Alene- Located at the "Innovation Den" with access to the private Den "Lair."

Do you fit the bill? If so, please send a resume and a 140-character answer to "Why xCraft?" to careers@xcraft.io. We look forward to hearing from you!