

# Mid-Market Business Development Representative

## Marqii:

Marqii is on a mission to empower hospitality businesses of all sizes to be found online through easy-to-use listings, menu, & review management.

We're a SaaS platform designed to help hospitality brands control their location data and menu content, and track and manage their reviews with our direct partnerships with 80+ online listing platforms including Google, Yelp, Apple Maps, and Facebook. By increasing the availability of consistent and accurate information across the Internet, Marqii helps businesses move closer to the top of "\_\_\_ near me" search results.

A fast growing early stage (Seed) startup, Marqii currently serves more than 4,000 restaurant and hospitality business locations across the US. Learn more about us, our team, and our values at [marqii.com](http://marqii.com).

Marqii is looking for a Mid-Market Business Development Representative who will be on the front lines of our business forming prospects' first impressions and understanding of Marqii. Qualifying prospects and setting up meetings are essential roles at our phase of a fast-growing start-up. Ideal candidates are creative and passionate team players who can handle the challenges of cold calling and objections with grit and enthusiasm. You will need to be flexible, learn from mistakes, and adapt quickly. At Marqii, we care about the development of our employees and this position will give guidance to someone looking to advance their career in sales. There will be opportunities to grow and we'll provide the mentorship to take your professional career to a new level.

## What You'll Do:

- Develop hospitality industry knowledge and relationship to technology
- Identify and qualify new sales opportunities through outbound prospecting
- Partner with, and help to build the pipelines of, Mid-Market Account Executives and Director of Sales who will assist in developing and sharpening your skills through feedback and strategic planning
- Achieve monthly and quarterly goals of qualified opportunities and closed business
- Continuous learning through mock calls, training, and regular coaching and feedback sessions
- Build and maintain client relationships
- Track and record metrics throughout the sales process

## Who You Are:

- Someone with a strong work ethic that others would look to replicate

- Willing to learn and be coached
- Able to work with others and be a constructive team member
- Strongly able to listen, clearly communicate and persuade through written and verbal communication
- Able to deal with rejection and not let it affect you. Sales can be rewarding, but it takes a lot of determination to reach satisfaction
- Excited to be successful and develop a career

**What We Offer:**

Base Salary: Around \$50k (depending on experience) + commission

Health/vision/dental Insurance

401K

WFH stipend

Fully remote working environment

Unlimited PTO

Monthly remote team events; yearly in-person events

To apply, please send your resume to [people@marqii.com](mailto:people@marqii.com), with the subject line “Mid-Market BDR - <Your Name> - <breakfast tacos or bagels (whichever your vote is for most perfect breakfast item)>”