

# Business Development Manager

**Location:** US, EMEA, India (remote)

**Job Type:** Full-time

**Salary:** Based upon experience

## Role Summary

The role of the Business Development Manager (BDM) is to support the development of commercial opportunities for the business. We are seeking a naturally curious and intrinsically motivated individual with proven success in outbound prospecting and outreach efforts. This individual is articulate, has strong written and verbal communication skills, as well as a high degree of business acumen.

The BDM may be tasked with a multitude of projects including but not limited to being directly assigned to Sr. Account Executives with the responsibility of driving cross/upsell activities within their base; as well as working on centralized outbound campaigns in partnership with marketing. Activities will include client research, contract development, internal/external business engagement and creation of key documents and sales materials. This includes identifying, preparing, and supporting internal stakeholders in pitching for new business opportunities.

The BDM role at CLDigital is an important component to the success of our sales teams and our business. It is also a great opportunity for new or early career professionals to learn technology sales and gain expertise at a world-class SaaS company. Most importantly, you'll be part of a passionate team striving to dramatically reshape a mature industry through creativity and technology.

## Key Responsibilities

- Share, learn, collaborate with team members and manager to develop strategies, improve execution, and ideas that drive great team results and success
- Execute on marketing campaigns to increase new user acquisition and conversions
- Receive and qualify inbound prospect and customer inquiries
- Research, create, develop targeted prospect lists
- Generate new qualified leads thru outbound call programs
- Establish a strong pipeline of opportunities with new accounts to maximize total Annual Recurring Revenue (ARR)
- Deliver great results against defined activity, lead generation, conversion, and customer experience outcomes
- Work with Marketing and Product teams in understanding the overall client opportunities and drive the creation and implementation of sales materials
- Administration of sales pipeline and prospect activity reports

## Essential Requirements

- 4-year college degree or equivalent experience required
- Excellent project management and organizational skills
- Positive and energetic meeting skills, active listening skills, strong writing, and presentations skills
- Ability to work collaboratively in a sales team environment

- Ability to manage highly personalized outreach via telephone, video correspondence, and email
- Successful lead follow-up and sales development
- Highly professional demeanor and a customer-first mindset

### **Preferred Qualifications**

- Sales methodology training and proficiency in Sales CRM tools a plus

### **About CLDigital**

“CLDigital is on a mission to improve business performance by connecting risk, resilience, and operational data.” – Tejas Katwala, *CEO and Co-Founder*

Since day one, CLDigital has never wavered on its goal to transform the enterprise risk and resilience market. Our goal is to deliver the most compelling high trust, completely visual, no code development platform focused on rapidly building, deploying, and operating enterprise-grade solutions. Our SaaS solution, CL360, features unparalleled user experiences across the enterprise, configurable business process management, analytics that deliver insights so you can make data-driven decisions, and an API to integrate with any system. CL360 brings data to life with fully configurable templates, boardroom worthy plan output, and intelligence to recover quicker.

When the unexpected happens, CLDigital helps organizations adapt rapidly, focus on data-driven priorities, and manage recovery of critical processes, suppliers, applications, and key assets.

CLDigital is looking for motivated and brilliant data scientists, engineers, designers, engagement managers, and business development leaders to join our global team of innovators. Help us transform the way businesses think about and solve problems from the inside.

CLDigital is an equal opportunity employer and is committed to the standard of equal employment opportunity for all employees and to creating and maintaining a workplace free of discrimination and harassment.