

Business Development Specialist

SecturaSoft

SecturaSOFT is a leading fabrication, 3D and CAD solution. Our platform helps customers create quotes from drawings, understand their internal processes and integrates with other software platforms. Our innovation, drive and growth are all strong attributes we instill in our Sales and Marketing Teams.

Job Duties:

- Ability to locate potential customers using our CRM, Global Search, and tools
- Schedule an online demonstration with customer
- Learn to demonstrate our capabilities
- Work with Sales Manager as a team to create opportunities.
- Cold call to develop sales pipeline
- Develop messaging to generate interest in our software

Skills Include:

- Ability to cold call and develop leads through partners and lead lists.
- Self-develop leads and locate prospects
- Teachable and willingness to learn
- Some technical aptitude
- Ability to collaborate with marketing and sales teams.

Regular business Hours

Salary to be Discussed

Where to apply: Applicants can apply through the following links:

[SecturaSOFT hiring Business Development Specialist in Greater Birmingham, Alabama Area | LinkedIn](#)

[Business Development Specialist \(Birmingham, AL\) - SecturaSOFT | Built In](#)