



## **BUSINESS DEVELOPMENT MANAGER**

Corporate: Research Triangle Park/Morrisville, North Carolina, USA  
500 Perimeter Park Drive Suite D, Morrisville, NC 27560

**Job Title:** Business Development Manager

Department: Sales

Status: Remote, Full-time

**Now hiring throughout major metropolitan US cities with particular emphasis on California, Texas and Washington, DC. Resumes from other key US cities and from outside these areas will also be considered.**

### **About Us:**

Issuer Direct (NYSE: ISDR) is a global industry-leading communications and compliance platform company focusing on the needs of corporate issuers. Issuer Direct has offices in the UK, Canada and multiple locations across the US, but is headquartered in Research Triangle Park, NC. Issuer Direct serves more than 2,600 public and private companies in more than 18 countries.

Over the years, Issuer Direct has grown to be one of the largest complete-platform plays for the public company marketplace. Along the way, it has garnered numerous awards, including being named a Deloitte Fast 500 twice.

We are excited to be recruiting for a highly skilled, passionate, and team-oriented individual to join the fun, fast-paced atmosphere we offer at Issuer Direct.

We're looking for new dynamic individuals for our sales team around key cities within the United States. You will be working remotely from home, building a territory and a pipeline of qualified customers, utilizing our database and CRM to assist your sales efforts. We have a high activity, fast paced sales environment where closing business is the top priority for meeting quotas, building/managing pipelines, and creating strong relationships. You will have the opportunity to earn uncapped annualized commissions alongside a base salary.

### **A Day in the Life:**

- Meet or exceed quarterly sales quota.
- Assist in the corporate development within an assigned territory.
- Responsible for lead generation, building the relationship with prospective customers, account profiling and developing the prospective customer into a revenue generating client.
- Develop and manage pipeline, providing weekly updates to forecast.
- Ensure the provision of appropriate business information for decision-making and control.
- Provide appropriate sales tracking and reporting as required leveraging Salesforce throughout the entire sales process.
- Ability to analyze data and formulate account strategy, execute to plan.
- Manage daily activities to meet or exceed expected revenue targets.

### **About You:**

Knowledge, Skills & Abilities



- Engage and partner with clients and internal partners as required
- Excellent oral and written communication skills
- Excel in problem-solving
- Self-driven individual with the ability to work remote
- Excellent time management and organizational skills
- Ability to set, drive and achieve sales goals independently
- Ability to prioritize and leverage resources successfully
- Excellent qualifying and closing skills
- Proficiency in PC/Internet technologies, Salesforce, Microsoft Office Suite

### Education & Experience

- BA/BS degree or equivalent work experience required
- 1-3 years' sales experience required
- Industry experience within the Investor Relations space preferable
- Experience in selling a SAAS based platform preferable

### Perks & Benefits

- 100% company paid medical coverage, with optional dental & vision benefits
- 100% company paid Short-Term Disability, Long-Term Disability, and Life Insurance
- 100% company paid Telemedicine
- Employee Assistance Program & Health Advocate available for all employees
- Flexible Spending Account (FSA) & Health Savings Account (HSA)
- Company discounts on social & entertainment
- 401(k) with match
- Generous and flexible PTO policy & Holiday Pay

Issuer Direct is an Equal Employment Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability and protected veterans status or any other characteristic protected by law.

Visit us at <https://www.issuerdirect.com/company/careers>