

Job Title:	Business Development Representative
Department:	Business Development / SPR
Reports To:	BD Leader
FLSA Status:	Exempt
Environment:	Drug Free Workplace

Position Summary:

The Business Development Representative (BDR) position offers a tremendous opportunity for the right candidate to play a key role in the achievement of Revenew's growth plan. The chosen incumbent will be responsible for ensuring that Revenew effectively seeks out and develops new strategic business relationships for the company's Supplier Payment Review (SPR) business line. The BD Rep will be responsible for executing sales plans and achieving sales goals by securing business and relationship development that drives revenue attainment, assisting with the company's growth and profitability.

Essential Duties and Responsibilities:

- ◆ Utilize networking and communication skills to demonstrate company value proposition
- ◆ Identify, research and qualify lists of companies and leads to target
- ◆ Adept at cold-calling, developing email campaigns, social media, and networking events to generate new business opportunities and referrals
- ◆ Perform market research, analysis and due diligence activities related to new prospects
- ◆ Introduce Revenew's capabilities to key decision makers and obtain buy-in and interest from prospective clients
- ◆ Successfully develop and maintain relationships with key internal stakeholders and external customers at all levels
- ◆ Secure and orchestrate discussions with prospective clients and internal SME's
- ◆ Coordinate and prepare meetings, presentations and reports
- ◆ Effectively collaborate with BD team, SME's and Operations to ensure successful sales cycle and client on-boarding
- ◆ Continuously cultivate and maintain healthy pipeline of potential prospects
- ◆ Prioritize, track and report updates in CRM system by designated deadlines
- ◆ Pro-actively cross-sell services and involve counterparts as required
- ◆ Provide support to special projects as assigned by management



BD Representative Job Description

Qualifications:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Education/Experience:

Must have a Bachelor's degree from four-year college or university and a minimum of two years of sales, marketing, or business development related experience.

Supervisory Responsibilities:

Incumbent is also expected to demonstrate excellent Leadership qualities.

Traveling Demands:

Required to travel as needed in support of account development activities, not expected to exceed 25%. Extent of travels subject to change as position and responsibilities mature.

Compensation:

Compensation opportunities fall into the following categories. Results and performance significantly impact these opportunities.

1. Base Pay: commensurate with experience / education
2. Variable Pay: based on performance and results
3. Discretionary bonuses (based on performance)

Benefits:

Renew offers competitive benefits package for full-time employees, including but not limited to:

- ✓ 100% company-paid Medical premiums for employee
- ✓ HSA employer contributions, for eligible participants
- ✓ 401(k) Safe Harbor contributions, for eligible participants
- ✓ Dental & Vision coverage
- ✓ Short-term and Long-term Disability
- ✓ 100% company-paid Life Insurance
- ✓ Paid Time Off & Paid Holidays
- ✓ Parental Paid Leave
- ✓ Employee Wellness Program
- ✓ Charitable Matching Program



BD Representative Job Description

Physical Demands:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Pre-engagement requirements:

Renew International is a Drug Free workplace. All employees and contractors are required to successful complete hair and urine drug screens prior to starting work for the company. Additional pre-engagement requirements include a background check, company engagement / employment paperwork and policy attestations.

Company Description:

Renew International provides diverse cost recovery auditing solutions to leading companies across all industries. Our innovative recovery auditing and risk assessment services provide comprehensive “procure to pay” audit solutions on the cost side and production payment reviews on the revenue side. Our solutions extend beyond simple fund recovery to include contract compliance, accounts payable, revenue audit and risk assessment services—typically resulting in business process modifications implemented across not only our clients’ functions but in many cases within the processes of their third-party suppliers and partners.

*Financial Results * Customer Service * Employee Recognition * Community Involvement * Spiritual Development*

The above job description is not intended to be an all-inclusive list of duties and standards of the position. Incumbents will follow any other instructions, and perform any other related duties, as assigned by their supervisor.

Contact Information:

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