

**Business Development Representative  
Orange County, CA**

Stay Green Inc. is looking for a Business Development Representative (BDR). You will be instrumental in working with existing and prospective customers by educating them and selling them our newest product and service offerings. The BDR will also work closely with our sales consultant team to demo these products as part of the sales process and to assist the sales consultant in a support role. The BDR will also work with our marketing team to manage the outbound calling and selling effort and to build up and contact an expanding list of industry contacts and prospects. The role is a potential stepping-stone to a sales consultant role in the future.

**Primary Duties:**

- Manage upsells of new/additional products to existing and prospective customers, including demonstrating and handling FAQ's
- Coordinate the sale process with our partner's sales teams/ processes and our Aspire and Accounting systems
- Perform sales support: Prospect/deal/ contract administration
- Contact and qualify in-bound leads and manage hand-off to sales consultants
- Perform outbound calling campaigns in coordination with marketing messaging and events
- Manage and update Aspire CRM database with prospect / customer sales information

**Qualifications:**

- Bachelor's degree from an accredited institution in a related field preferred
- Minimum 5 years' experience working in sales / customer service relate role
- Ability to learn and understand our software
- Strong verbal phone selling and communication skills
- Strong follow-up ability
- Experience with Aspire software preferred

**The Rewards:**

- Be the player responsible for sales growth in new enhancement business servicing major commercial clients in our metro Los Angeles!
- Attractive base salary + bonus
- Company benefits (Health insurance, PTO, 401K, vehicle, etc)

**Only Apply** If you will thrive in a high growth (2x+ in 5 years) privately owned company and possess our core values:

- 1) Teamwork
- 2) Integrity
- 3) Accountability
- 4) Achievement

Join Stay Green Inc! Our innovative and talented team is focused on doing the right thing every day to ensure our clients love us - as proven by our track record of 90-95% client retention since our start in 1970. Top 100 Landscape Company!