

# Associate, Business Development

RedLore is on a mission to eliminate the \$225B in global annual losses from supply chain inefficiencies. We build disruptive technology solutions to revolutionize the world of logistics and supply chains. In today's globalized world, the pandemic is proving once again how essential it is to move physical goods in-time, in-full and without quality degradation. Unleashing technology to make that happen is what RedLore is all about.

Our solutions help the world's largest high-value manufacturers in industries like automotive, healthcare, and perishable goods to gain real-time visibility of their goods while they move along the supply chain. This can be a healthcare company moving vaccines under very specific conditions, a high-tech company suffering from in-transit theft, or an automotive manufacturer frustrated with parts arriving damaged for assembly.

If you are results-driven, ambitious, and passionate about bringing ground breaking products to market, we would love to hear from you!

## Your responsibilities include

- Researching and executing strategic outreach campaigns to senior-level leadership in our target buyer, i.e. large high-value manufacturers and global logistics companies.
- Preparing and participating in meetings with senior decision makers.
- Assisting in closing six-figure accounts.
- Helping to convert existing accounts into larger, global accounts.
- Using and managing our CRM system.
- Self-sufficiently managing projects on tight deadlines.
- Working directly with the Director, Business Development to exceed company sales goals.

## What we offer

- A thrilling and fast-paced working environment, where new ideas are brought to life on a weekly basis and where your work has a direct impact on the success of the company.
- A working environment where your colleagues are as enthusiastic and competent as you are, far away from corporate politics and the inertia of slow decision making.

- A growth environment where your role can evolve over time to meet your ambitions while intersecting with the needs of the company
- An attractive compensation schedule where your personal success is directly related to the company's success.

## Required qualifications

- You can pinpoint at least 3 achievements in your life where you have shown exceptional performance – we'd like to know all about it.
- You have a bachelor's degree
- You have excellent verbal and written communications skills in English
- You can communicate in a professional written form (emails, presentations, proposals, etc.)
- You can handle ambiguity and work in a start-up environment
- You are detail-oriented
- You can multi-task, prioritize, stay organized and make use of time and resources effectively
- You are not afraid to pick up the phone and speak with confidence
- In a post-covid world, you are willing to travel up to 10%
- You have flexibility in your schedule (not a 9-5 mentality)
- You are highly intelligent and have a strong analytical mindset.
- You are not afraid to work hard to reach your goals.

## Other valuable qualifications (but not a deal breaker)

- Experience in sales, but will accept entry level applicants with high ambition and willingness to learn our sales process
- Experience using a CRM system

## Inclusion at RedLore

We fully embrace diversity at RedLore because we know it makes our company stronger, regardless of gender, sexual orientation, race, religion, political affiliation, age, and disabilities. If you are an intelligent, creative and results-driven individual, that is the only thing that matters.

*If your skillset and experience is close to the above but not quite 100%, we would still like to hear from you. We acknowledge that given the right mindset you can grow in the job. Just blow us away with your attitude and personality!*