



About Company:

Konexial is headquartered in Knoxville, Tennessee, and is proud to offer 100% US-based customer support. Konexial has remote offices in Tennessee, Georgia, Texas, Argentina, and Spain.

DriveLife is our Konexial motto. LiFE stands for Living intentionally for Excellence. The “i” is lowercase because WE are a team focused on serving others-not ourselves.

The Company’s mission is Creating Superb Transport Technology: Intuitive, Easy, Connected, Secure and Affordable.

- Proven Supply Chain/Logistics Leadership Team
- Humility, Integrity, Professionalism
- Speedy, Agile Development

Job Description –Business Development Representative

The Mid-level Business Development Representative is an associate-mid-level sales position who serves as the primary relationship owner for his/her new client accounts with responsibility for retention and growth. Ensure clients derive maximum value from our services. Prepare implementation plans and lead client on-boarding; present content strategy and annual plan. Work closely with clients to identify needs including content approval workflows and consult on best practices for solutions and setup.

Requires a hunter mentality. Excellent proposal development, presentation, and negotiating skills utilized to succeed in this role. Demonstrate expertise in gaining access and selling to the mid to senior-level decision-makers to ensure a deep enough understanding of clients’ individual experiences to head off potential issues before they become problems.

Expectations/Responsibilities

- Daily attention to detail regarding: 100% focus on net new business. 10% account management.
 - S/he will handle all prospect/customer lifecycle from prospecting to initial discovery, proposal development, negotiating, and closing.
 - Ability to demonstrate an effective prospecting discipline and experience that includes phone, email, LinkedIn, and documenting prospecting efforts within CRM tool.
 - Ideal client = Fleet Owner/Manager, Dispatcher, Safety or Compliance Manager
- Responsible for prospecting new opportunities, managing relationships, scheduling calls, and being the face of Konexial
- Engage new and existing users to provide value around how users can be more successful with our current portfolio
- Proactively and efficiently manage resources with dedicated teams, virtual teams, and executive staff around opportunities to ensure successful outcomes



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- Align the overall corporate solution to the customer's business needs, challenges, and technical requirements
- Strong interpersonal and communication skills: writing, editing, and presenting
- Ability to resolve complex problems
- Build and maintain a consistently strong pipeline
- Identify new and emerging markets
- Replace incumbent suppliers
- Provide a consultative sales approach to clients
- Excellent sales, negotiation, and team-building skills and techniques are required

Ideal Candidate Requirements

- Experience in software sales business models is preferred but not required, proficient in concepts around cloud and infrastructure
- Ability and experience selling to Owner, Manager and Director levels within the organization
- Experience managing and directing the entire sales cycle from beginning to close
- The candidate will be strategic in finding new business using technical knowledge and skillset
- Creation and execution of quarterly and annual business plans
- Good management presence, communication skills, and credibility
- Proven track record of consistently meeting or exceeding assigned annual/quarterly goals and targets
- Attentive to forecasting and business reporting responsibilities
- At least an intermediate level using Microsoft Office products or Google Product Suite. Especially Excel, Word, and PowerPoint. Proficient in the use of email, calendar, and CRM systems to track customer interactions. Experience using Slack, Zoom, and web/app-based systems is a plus.
- This individual will report to the Vice President of Sales



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