



Business Development Representative

Headquartered near Munich, Germany, noax Technologies AG ranks among Europe's leading manufacturers of rugged and reliable industrial touchscreen computers for harsh manufacturing environments. noax Technologies Corporation, a wholly-owned subsidiary of noax Technologies AG, is located in Charlotte, NC and is responsible for all sales, service, and support activities for the North American market. In order to continue our consistent rate of growth, noax Technologies Corporation is currently seeking a qualified candidate for the role of Business Development Representative.

The primary role of the BDR will be to drive new business opportunities. The ideal candidate will be an ambitious self-starter who is not intimidated by making 60+ outbound calls a day and doing what is necessary to engage new prospects and present the various ways noax products can help them solve their business problems. This position is for someone with a hunter mentality, who receives great personal satisfaction from accomplishing aggressive goals, overcoming adversity, and winning new opportunities.

With demonstration of strong performance, this role is designed to transition to a full sales and account management role within 6 to 9 months.

Job Responsibilities

- Prospect into new accounts on a daily basis by phone
- Network deep within new accounts to reach right contacts
- Introduce ways noax products can help solve problems
- Gather prospect details and schedule web conferences with interest parties
- Track daily activities; meet assigned targets on a daily basis

Required skills

- A hunter mentality and a team-oriented, "can-do" attitude
- A positive outlook that is not affected by being told "no"
- Basic understanding of IT hardware
- Ability and willingness to travel as needed, including international travel
- Organized and able to communicate (verbally and written) effectively

Required Qualifications

- Bachelor's degree preferred; business or information technology major is a plus
- 1-2 years of business-to-business sales experience
- Experience with high-volume prospecting via phone and email

Compensation will include base salary and monthly bonus for achievement of assigned goals. Health insurance is available after 90 days of employment. Candidates are encouraged to learn more about us at www.noax.com.

Interested parties should apply and **MUST INCLUDE A COVER LETTER** explaining why you are a suitable candidate for the position. Candidates will only be contacted if a phone interview is required.