

# Byte

<https://www.byte.eco/job/22796/>

## Account Development Representative

### Description

Who Are We? Postman is the world's leading API platform, used by more than 30 million developers and 500,000 organizations, including 98% of the Fortune 500. Postman is helping developers and professionals across the globe build the API-first world by simplifying each step of the API lifecycle and streamlining collaboration, enabling users to create better APIs, faster. The company is headquartered in San Francisco and has an office in Bangalore, where it was founded. Postman is privately held, with funding from Battery Ventures, BOND, Coatue, CRV, Insight Partners, and Nexus Venture Partners. Learn more at [postman.com](http://postman.com) or connect with Postman on Twitter via @getpostman. P.S: We highly recommend reading The "API-First World" graphic novel to understand the bigger picture and our vision at Postman.

The Opportunity: The Account Development Representative will have the responsibility of uncovering business needs for Strategic & Enterprise Accounts to build a pipeline for the sales organization. The ADR will collaborate with marketing, sales enablement, & management to create campaigns & prospect to develop to the point of handoff for Sales. An implicit responsibility of the ADR is to conduct business dealings with prospects in a way that creates a superior customer/prospect experience to set the stage for future product sales for Postman. This is a remote role based in EMEA.

What You'll Do:

- Work with the Account Development Manager & cross functional teams to create strategic targets to identify & generate new & expansion business opportunities
- Meet or exceed strategic goals & committed targets by engaging with qualified leads & enabling the next step in the sales cycle
- With consultative engagement you will qualify opportunities by understanding business challenges while also educating them on the value of our product
- Complete detailed research within targeted accounts to identify key contacts & critical account information
- Identify & target strategic new prospects that would accelerate territory growth
- Select & engage with prospects that are identified through marketing efforts
- Become an expert in sales prospecting platforms & tools
- Use identified customer challenges to prescribe relevant campaigns & events to drive engagement
- Develop superior customer service relationships with prospects. Self audit activity to ensure accuracy & to enable improvement
- Proactively learn Postman's product, competitive products, & market knowledge via website, online webinars, & other marketing information.
- Update lead status & all prospect interaction in CRM application daily
- Become an expert with sales enablement tools

About You:

- 6 months-2 years of experience in business development, sales or related field.
- Experience with lead qualification at all levels within organizations (developers, managers, directors, VPs, executives) is a plus.
- Ability to work in a high energy, fast-paced sales environment.
- You think out-of-the-box and wow people with your interesting angles and quality work.
- Proficient with standard productivity tools.

Our Values

At Postman, we create with the same curiosity that we see in our users. We value transparency & honest communication about not only successes, but also failures. In our work, we focus on specific goals that add up to a larger vision. Our inclusive work culture ensures that everyone is valued equally as important pieces of our final product. We are dedicated to delivering the best products we can. What Else? We offer competitive salary & benefits, & a flexible schedule working with a fun, collaborative team. Enjoy full medical coverage, unlimited PTO, & a monthly lunch stipend. (Yes, seriously. We want you to eat well wherever you're at.) Plus, our wellness program will help you stay healthy from your location with fitness-related reimbursements. Our frequent & fascinating virtual team-building events will keep you connected, while our donation-matching program can support the causes

### Hiring organization

Postman

### Job Location

Remote

### Base Salary

\$ 50000 - \$ 90000

### Date posted

May 9, 2024

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you care about. Weâ??re building a long-term company with an inclusive culture where everyone can be the best version of themselves, & we want you to be part of it. Equal Opportunity Postman is an Equal Employment Opportunity and Affirmative Action Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status. Headhunters and recruitment agencies may not submit resumes/CVs through this website or directly to managers. Postman does not accept unsolicited headhunter and agency resumes. Postman will not pay fees to any third-party agency or company that does not have a signed agreement with Postman. Postman will consider for employment qualified applicants with arrest and conviction records where directed under applicable law, such as pursuant to the San Francisco Fair Chance Ordinance. Please mention the word **\*\*CLEANER\*\*** and tag **RMTUxLjgwLjE0My4yMDY=** when applying to show you read the job post completely (**#RMTUxLjgwLjE0My4yMDY=**). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

## **Contacts**

Job listing via [RemoteOK.com](https://www.RemoteOK.com)