

Business Development Associate

Description

About the opportunity We are rapidly expanding and looking for highly motivated, recent graduates/early career professionals to help us with our business development initiatives. Participants in our BDA internship program will undergo intensive sales training, learn the foundations of the real estate industry, and develop their business skills over the course of this 12-week program. Highly successful interns may be offered a full-time role at the end of the program. As a technology-forward company, we welcome anyone interested in breaking into the real estate technology space and is able to work remotely with our dynamic team. Participants will be compensated for the duration of the program. Whatâ€™s in it for you? Hands-on experience working in a high-paced software sales environment. Learn the ins and outs of business development for venture backed SaaS companies. Learn new trends in the real estate tech space. Room to grow, the best performers in our program will have an opportunity to continue working with us. Build your foundation for future roles in business development, sales, account management, or business operations! In this role, youâ€™ll get to: Learn about real estate projects and how they are delivered. Help real estate project teams across the country leverage sophisticated technologies like automation and proactive intelligence to solve friction points and problems in their current workflows Research and assist with prospecting potential customers Support our team throughout the entire sales cycle via calls, web-demos and occasionally in-person meetings Accurately manage activities, pipeline and your portfolio of clients within the CRM system Receive mentorship and guidance through the program We are looking for people who have / are: Recent college graduate or early career professional interested in the real estate technology industry (Bachelorâ€™s degree required, GPA 3.2+) Excellent communication skills (written and verbal). High emotional intelligence and are able to read the emotions of others effectively. Results and detail-oriented. Ability to build rapport with clients. Not afraid to make cold calls and speak to unfamiliar people on a daily basis. Strong interpersonal and negotiation skills. Desire and passion to be the best at what you do. Please only apply if you are a high-performer and you are willing to work hard to get the most out of this program. We will be investing time with you to give you the foundational knowledge and training to help you jump start your career. We look for team members that are excited to build the future. Youâ€™re the type of person that wants to join us on this challenging journey of transforming the real estate development industry. Please mention the word ****UNQUESTIONABLE**** and tag RNDQuMjM0LjE0NS4xMTU= when applying to show you read the job post completely (#RNDQuMjM0LjE0NS4xMTU=). 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

Hiring organization

Northspyre

Job Location

Chicago, Illinois, United States

Base Salary

\$ 55000 - \$ 97500

Date posted

June 5, 2024

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