

## Business Development Representative

### Description

Grammarly team members in this role must be based in the United States and they must be able to collaborate in person 2 weeks per quarter, traveling if necessary to the hub(s) where the team is based. The opportunity Grammarly is the world's leading AI writing assistance company trusted by over 30 million people and 70,000 professional teams every day. From instantly creating a first draft to perfecting every message, Grammarly's product offerings help people at 96% of the Fortune 500 get their point across and get results. Grammarly has been profitable for over a decade because we've stayed true to our values and built an enterprise-grade product that's secure, reliable, and helps people do their best work without selling their data. We're proud to be one of Inc.'s best workplaces, a Glassdoor Best Place to Work, one of TIME's 100 Most Influential Companies, and one of Fast Company's Most Innovative Companies in AI. To achieve our ambitious goals, we're looking for a Business Development Representative to join our Corporate Sales team. This is a unique opportunity to be part of building a unique and unprecedented sales motion. You will be evolving our new commercial sales motion using creative plays and tapping into our user base. Your impact As a Business Development Representative, you will have an extraordinary opportunity to contribute to the expansion of Grammarly's developing enterprise product and support the company's growth goals. In this role, you will: Qualify leads as sales opportunities through cold calls and emails. Work closely with Sales, Marketing, Product, and Customer Support to execute Grammarly B2B market strategy for pipeline generation and new logo acquisition. Initiate contact with prospects through outbound and inbound efforts. Help build a fun, high-energy environment on the Sales team and across the organization. Uncover prospects' business challenges and identify relevant new business opportunities. Manage pipeline and record all activities with leads and opportunities. We're looking for someone who Embodies our EAGER values: ethical, adaptable, gritty, empathetic, and remarkable. Is inspired by our MOVE principles, which are the blueprint for how things get done at Grammarly: move fast and learn faster, obsess about creating customer value, value impact over activity, and embrace healthy disagreement rooted in trust. Is able to collaborate in person 2 weeks per quarter, traveling if necessary to the hub where the team is based. Has hands-on sales experience. Has experience building and executing multi-touch sequences. Is not afraid to jump on a call to break the ice and create a bond. Isn't fazed by hearing "no" and has a strong work ethic. Can flawlessly communicate in English, both written and spoken. Is open to feedback and coaching. Support for you, professionally and personally Professional growth: We believe that autonomy and trust are key to empowering our team members to do their best, most innovative work in a way that aligns with their interests, talents, and well-being. We support professional development and advancement with training, coaching, and regular feedback. A connected team: Grammarly builds a product that helps people connect, and we apply this mindset to our own team. Our remote-first hybrid model enables a highly collaborative culture supported by our EAGER (ethical, adaptable, gritty, empathetic, and remarkable) values. We work to foster belonging among team members in a variety of ways. This includes our employee resource groups, Grammarly Circles, which promote connection among those with shared identities, such as BIPOC and LGBTQIA+ team members, women, and parents. We also celebrate our colleagues and accomplishments with global, local, and team-specific programs. Compensation and benefits Grammarly offers all team members competitive pay along with a benefits package encompassing the

### Hiring organization

Grammarly

### Job Location

Remote

### Base Salary

\$ 35000 - \$ 77500

### Date posted

June 9, 2024

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following and more: Excellent health care (including a wide range of medical, dental, vision, mental health, and fertility benefits) Disability and life insurance options 401(k) and RRSP matching Paid parental leave Twenty days of paid time off per year, eleven days of paid holidays per year, and unlimited sick days Home office stipends Caregiver and pet care stipends Wellness stipends Admission discounts Learning and development opportunities Grammarly takes a market-based approach to compensation, which means base pay may vary depending on your location. Our US locations are categorized into two compensation zones based on proximity to our hub locations. For more information about our compensation zones and locations where we currently support employment, please refer to this page. If a location of interest is not listed, please speak with a recruiter for additional information. Base pay may vary considerably depending on job-related knowledge, skills, and experience. The expected [On Target Earnings](#) (OTE) for this role by compensation zone are outlined below and may be modified in the future. United States: Zone 1: \$85,000 - \$100,000/year (USD) Zone 2: \$79,500 - \$93,500/year (USD) (Sales only): Commissions are 35% of the total [On Target Earnings](#) (OTE) for this role. The market-based compensation differentials will be applied only to base pay for commission-eligible team members. We encourage you to apply At Grammarly, we value our differences, and we encourage [all](#) especially those whose identities are traditionally underrepresented in tech organizations [to](#) apply. We do not discriminate on the basis of race, religion, color, gender expression or identity, sexual orientation, ancestry, national origin, citizenship, age, marital status, veteran status, disability status, political belief, or any other characteristic protected by law. Grammarly is an equal opportunity employer and a participant in the US federal E-Verify program (US). We also abide by the Employment Equity Act (Canada). #LI-BS1Please mention the word **FLUTTER** and tag [RMzUuMjlxLjI0LjIwMQ==](#) when applying to show you read the job post completely ([#RMzUuMjlxLjI0LjIwMQ==](#)). 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