

# AUTOGRAH

## Business Development Representative (Contractor) US

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Title: Business Development Representative

Reporting to: CEO

Location: US remote

Region: USA

### The Problem We're Solving:

**We're pioneering the category of Data Empowerment. An innovative approach to help Automotive companies win. But we can't do it alone.**

### About Autograph

Our purpose is to empower our clients with business intelligence; fostering innovation and driving success. We descale massive amounts of data to a human level, so our clients can make informed business decisions.

Autograph is a fast-moving tech startup in the Automotive space. We stand at the forefront of data, reporting and analytics and are revolutionizing data practices in the automotive industry. Backed by the trust of North America's largest dealer groups, our commitment to unbiased perspective and relentless innovation sets us apart. As we prepare to make bold moves into the US market, we seek a dynamic and energetic pioneer eager to disrupt the status quo and drive their career—and our industry—forward.

### The Role:

We are on the hunt for a trailblazing Business Development Representative (BDR) ready to fuel growth. In this role, you're a key player in our quest to redefine the automotive industry. Dive into the heart of innovation, where every conversation you spark and opportunity you unearth accelerate our mission. Your knack for connecting with prospects and showcasing Autograph's unparalleled value will not only drive our expansion but redefine what success looks like

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*This is you:*

- *Loves sales*
- *Intrinsically motivated, competitive and hates losing*
- *Auto industry or dealership experience*
- *Thrives in start-up mentality, embraces change and is fueled by growth*
- *Passionate and articulate - Don't be afraid to speak your mind!*
- *Communicator - you can wordsmith an email and engage an audience*
- *Tech savvy - experience and passion for data & analytics*
- *2 years minimum experience in a business development or sales role*
- *A bachelor's degree in business is an asset*

*You Will:*

- *Prospect and Generate leads: Identify, research and build a pipeline of potential clients in the automotive industry*
- *Cold Call: Execute daily cold calls to potential clients, introducing them to Autograph Analytics' services and solutions to generate interest and schedule meetings or demos of our product.*
- *Engage clients: Engage with prospects through follow-up calls and emails to nurture leads, address inquiries, and further discuss how Autograph can meet their needs.*
- *Manage CRM: Utilize Customer Relationship Management (CRM) tools to track calls, manage lead information, and document interactions and progress with potential clients.*
- *Track Performance: Monitor and evaluate the effectiveness of cold calling strategies to improve engagement and track conversion rates.*
- *Conduct Market Research: Stay informed about industry trends, competitor activities, and potential client needs to tailor conversations and solutions effectively.*
- *Deliver Sales Presentations: Prepare and deliver compelling presentations to potential clients, demonstrating the value and benefits of Autograph Analytics' data empowerment solutions.*

*Why Autograph:*

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- Culture: Immerse yourself in a vibrant startup environment that cherishes your individuality and passions. Our team enjoys a wide variety of interests, from music and sports to culinary delights and automotive pursuits. We foster an atmosphere of full-hearted living and diverse engagement.
- Work-Life Balance: We're dedicated to ensuring a harmonious blend of professional satisfaction and personal well-being. We champion a culture where enjoyment, respect, and fulfillment thrive in both your career and personal life.
- Growth and learning opportunities: Access to mentorship, ongoing professional development and the chance to advance within a company that values your progress and achievements.
- We are dedicated to fostering diversity within our team and the wider community, ensuring a supportive and inclusive environment for all.
- Direct access to our leadership team.

Join us in our mission, our essence is captured in the spirit of FLUID – a dynamic set of values that guide our journey and inspire our team.

- Fiercely Objective: Impartial and Unbiased Perspective
- Leading Today, Prepared for Tomorrow: Pioneering New Realms of Possibility
- Unmatched Excellence: Setting the standard in Quality and Service.
- Inspiring Ascent: Guiding towards achieving Great Heights together.
- Democratize Data: Inclusive Access, Understanding and Intelligence

Lastly, we consider potential. An equivalent combination of education and experience may be accepted instead of the specifics listed above. If you know you have what it takes, even if that's different from what we've described, be sure to explain why in your application. Reach out and let's see if there is a home here for you now or in the future.

How to Apply:

If you're ready to join a team making a difference in the automotive tech industry, we'd love to hear from you. Apply by emailing your resume with a short video that highlights what makes you awesome, how you embody our values, and how your passion for this role and industry makes you the best fit to [info@autographanalytics.com](mailto:info@autographanalytics.com).

Join Autograph Analytics and be part of a team driving the future of automotive data solutions.