



Membership Development Representative Outside Sales

Company:

BizXchange is a barter exchange that provides businesses a means to trade for products and services without using cash.

Currently, barter is a \$16 billion, world-wide industry. BizXchange has approximately 1100 members and trades over \$26,000,000 annually in products and services. We have offices in Seattle and the Bay Area and exchange affiliations nationally and internationally. Members are both local and national organizations and include many well known, high-profile companies.

We are a highly profitable, energetic, and fast-paced company. This year, the Puget Sound Business Journal recognized BizX as the 16th-Fastest-Growing Private Company in the state of Washington and we were one of 60 finalists for the US Chamber of Commerce's Small Business of the Year Award. This growth offers tremendous career development potential to intelligent and ambitious self-starters. We have a friendly and progressive corporate culture, great benefits, virtually unlimited income potential, and we truly value each person's unique contribution to our business. If you are talented, competitive and have a history of excelling and exceeding client expectations, we want to talk to you!

Visit our website at www.bizx.com.

Position Summary:

As a Membership Development Representative , you will be responsible for prospecting and bringing on new member accounts. You must be willing and able to prospect for new business by phone, on the internet, in person, and through networking. You must be able to meet and confidently interact with business owners and decision makers from a wide variety of businesses (\$1-\$50 million revenue per year) to market and sell our services. You will serve as our point of contact to the public and must be able to capably explain the benefits of BizXchange .

This is a great opportunity for a highly motivated and polished professional to earn a great income and have an excellent time while doing it!

Position Responsibilities:

- Develop account membership by identifying, contacting and enrolling qualified exchange members
- Develop and accelerate effective sales processes, including generating leads, making cold calls to set appointments, establishing rapport, discovering and assessing member needs, performing effective presentations, relating benefits of BizX membership, handling objections, and managing customer relationships and membership applications
- Understand various businesses and industries, general business practices and business growth strategies
- Work collaboratively with all functional peers to ensure a smooth transition from prospect status to member status and to achieve company objectives and expectations

Qualifications:

- College degree preferred
- Aggressive sales professional with 1-3 years business-to-business outside sales experience
- Demonstrated history of professional sales performance and client relationship building
- Superior interpersonal, speaking, communication, and presentation skills to negotiate with and sell to executive level prospects
- The ability to understand the operations and functions of a wide variety of businesses
- Demonstrated ability manage multiple priorities
- The ability to work and thrive in a fast-paced, rapid growth and numbers driven environment
- Competitive, self-motivated and organized
- Computer and MS Office proficient

Compensation:

- Competitive Base Salary
- Generous No-Cap Commission Structure
- Paid Health Care Benefits
- Parking
- Paid Vacation
- Trade Benefits and Trade Purchase Plan

Send resume to careers@bizx.com.