



Lead Business Development Representative

Remote

To apply, please send your resume and cover letter to jobs@reconstructinc.com.

Reconstruct is scaling! As both the marketing and sales teams grow, we are seeking a Lead Business Development Representative with enterprise sales knowledge and at least 2 years of experience. We are looking for a creative and passionate sales professional with high energy that can multitask and work with cross-functional teams while leading and building out the Business Development Representative organization.

RESPONSIBILITIES

- Quickly master our industry and solutions to clearly communicate the value proposition to our target audience
- Take ownership of a wide range of top of funnel activities to develop qualified opportunities
- Consistently build and deliver an accurate pipeline via SalesLoft & Salesforce.com
- Manage the leads through the entire pre-sales cycle and pass them off effectively to the Sales team while measuring and reporting the effectiveness of all activities
- Develop and execute territory account plans to achieve and exceed quota responsibility
- Be a working team leader to model excellence for the team
- Hire, train, and rapidly onboard new Business Development Reps

QUALIFICATIONS

- 2+ years of successful software lead generation and lead management experience with a focus on enterprise solution
- Team leadership and hiring experience
- Demonstrated excellence in achieving and exceeding goals
- Ability to thoroughly develop and qualify both inbound and outbound leads
- Skilled at establishing relationships with C-level clients and key project stakeholders
- Flexibility to quickly adapt to change while working in a fluid (start-up) environment
- Experience working with a team of professionals in sales campaigns that include Inside Sales, Field AEs, SEs, and Marketing
- Team player, self-motivated, and able to take ownership of multiple assigned tasks effectively
- Knowledge of the Architect Engineering and Construction industry is a plus
- Bachelor's degree or equivalent preferred

WHY RECONSTRUCT

This is the right place at the right time as we have a game-changing and highly differentiated solution that is helping the Real Estate and Construction industry better manage their assets while delivering projects

on time and on budget. We have a great team with deep industry domain knowledge who are passionate about helping the industry adopt new solutions to drive business outcomes. Reconstruct has a great culture of collaboration, transparency, and inclusiveness with a focus on celebrating small and large individual and team wins.

Reconstruct makes the built world a better place to live, work and play. Reconstruct's Visual Command Center is used by many of the world's largest organizations to bring together reality capture, drawings, models, and schedules. This provides project stakeholders with more efficient workflows in documentation, progress tracking, and quality control.