



Business Development Representative

Fujisan Marketing, a Seattle based digital marketing firm is searching for a **Business Development Representative** to focus on developing new commercial B2B accounts, creating new relationships as well as maintaining and growing existing account. The position is located in Fremont. **THIS IS NOT A REMOTE POSITION.**

Do you love digital marketing? Are you looking for a role where you are focused on growing business opportunities with a solution/consultative approach? If yes, we want to hear from you.

What you will be doing:

- Attain annual new and existing sales goals based on standards set by Fujisan Marketing each year.
- Attend weekly sales meeting and be prepared to share updates.
- Maintain, nurture and grow new client relationships with the support of the team.
- Develop a pipeline of business equivalent to 3-4 times annual quota through pursuit of inbound leads, networking, referrals and self-generated opportunities.
- Enter all existing and new account activity into the CRM within 48 hours & maintain all customer data, sales activity and forecasts in the CRM system.
- Focus on understanding the fit between client needs and the firm's capabilities. Create value propositions that meet the customer's needs.
- Design and deliver high impact presentations that show our unique differentiators.
- Gather and share competitive data.
- Monthly check in calls with existing book of business.
- Focus on networking activities.
- Attend required educational seminars.

What you need to be successful:

- Bachelor's Degree Preferred
- 5 + years of professional services sales experience.
- Experience selling to marketers or advertising agencies.
- Demonstrated record of quota attainment.
- Successful B2B sales background.
- Desire to work in an environment that rewards results, loyalty, and maintains high ethical standards.
- Self-starter able to successfully operate with limited management supervision.
- Outgoing personality who can develop a network to facilitate growth.
- Ability to work as part of a team to develop and close accounts.
- The ability to clearly articulate business value that customers will derive from using a digital marketing agency.
- Excellent presentation, communication, interpersonal and consulting skills.

Outstanding Benefits include:

- A competitive compensation package including a base salary and commission plan
- A comprehensive benefits' package including health, dental, vision
- Generous PTO and paid holidays
- Simple IRA with company match
- An opportunity to learn and grow
- Supportive work environment which offers and rewards loyalty
- An outstanding reputation within our industry

Fujisan Marketing has proven results for strategy, execution and communication. The services at Fujisan Marketing include Pay-Per-Click Management, Paid Social Advertising, Search Engine Optimization, Display Advertising, Landing Page Development/Testing, and Google Analytics consulting. To learn more, go to www.fujisanmarketing.com.



Fujisan Marketing has partnered with All Things HR, an external HR Consulting Company, to assist with their hiring process. If you would like to be a part of this dynamic company, submit your cover letter, resume and salary requirements to jobs@allthings-hr.com.