



Job Description: Business Development Manager (BDM)

Location: Pittsburgh, PA (PacketViper Headquarters)

Contact: hr@packetviper.com

Role Overview

The PacketViper Business Development Manager (BDM) assumes the responsibility of collaboratively working with the sales team to identify, quantify, develop and close opportunities for new customer and existing accounts. The BDM will focus on expanding the PacketViper market presence practice through positioning PacketViper solutions to customers, partners and collaborating with our commercialization team to generate increased sales revenue. To be successful in this role, candidates should have previous experience developing leads from marketing campaigns and supporting sales teams. The BDM will need to use excellent communication and organizational skills to cultivate strong relationships with prospects and customers and collaborate with our sales team to execute on strategic sales goals.

Responsibilities

- Qualify leads from marketing campaigns as sales opportunities
- Contact potential clients through cold calls and emails
- Present our company to potential clients
- Identify client needs and suggest appropriate products/services
- Build rapport and trusting relationships with clients
- Set up meetings or calls between prospects, clients and PacketViper sales/marketing resources
- Maintain current records in the company CRM
- Stay up-to-date with new products/services and new pricing/payment plans

Requirements

- Proven work experience as a Business Development Representative or similar role
- Hands-on experience with multiple lead nurturing and development techniques (including cold calls)
- Experience with CRM software (e.g. Salesforce, NetSuite, Zoho)
- Proficiency with MS Excel (analyzing spreadsheets and charts)
- Understanding of sales performance metrics
- Excellent time management skills, attention to detail and ability to work with high levels of autonomy.
- Excellent interpersonal, spoken, written and presentation communication skills
- Bachelor's degree preferred



About Us

PacketViper is an innovative, entrepreneurial cybersecurity company positioned in the category of deception, one of the fastest growing categories in cybersecurity, and PacketViper is uniquely poised to win. We provide an active, agentless deception solution combining internal deception with the industry's only exterior facing deception artefacts. PacketViper acts early in the cyber kill chain at reconnaissance detecting, preventing and responding to threats automatically and without complex orchestrations. Our approach is based on a lower level of interaction with threats. Deception artefacts are easily deployed, lightweight, software based, cost-effective vs. alternative deception technologies.

PacketViper is committed to creating a fair work environment for our team members providing equal treatment and opportunities regardless of race, creed, color, religion, national origin, ancestry, marital status, affectional or sexual orientation, gender identity or expression, disability, nationality, sex, status as a protected veteran or any other legally protected grounds and will not discriminate on these basis

PacketViper provides competitive compensation packages and excellent benefits. We thank all applicants in advance for applying. Only individuals selected for interviews will be contacted.