

ACCOUNT DEVELOPMENT REPRESENTATIVE (SAN FRANCISCO LOCATION)**JOB DETAILS**

As an Account Development Representative, you will work closely with Senior Account Executives to identify opportunities within the Fortune 1000. You will work from our office in near Market Street.

Your role involves:

1. Increases our revenue through outbound activities including but not limited to calling, emailing, using LinkedIn (Inmail) and direct mail
2. Managing email campaigns (with our designers) in calls to action to engage our clients, including:
 - a. Live online courses: <https://www.starweaver.com/live>
 - b. Free course Fridays: <https://www.starweaver.com/free-fridays>
 - c. TechBytes: <https://www.starweaver.com/techbytes>
 - d. And many other calls to action
3. Understanding and conveying to prospects our mission, value proposition, and product
4. Becoming a brand ambassador by loving our mission, product and story
5. Experimenting with new and creative prospecting strategies
6. Improving your sales skills continually to attain quota and grow as a sales professional

REQUIREMENTS

- ✓ A Bachelor's Degree or equivalent preferred.
- ✓ Experience with 6+ months of lead qualification, business development or similar skills
- ✓ Self-motivated personality and ambitions to achieve
- ✓ Excellent written and verbal communication skills
- ✓ Outstanding organizational and time-management skills

COMPANY SUMMARY

We are on a mission to transform technologists into world-class experts and business people into tech savvy leaders. It's that simple!

We are a specialized training company that provides live and online education for technology companies, financial institutions, government agencies and many others around the world. Our target audience are professionals working inside these client organizations.

We offer free online courses and private customized courses. The free online courses are a means of developing relationships (and upsales) with large companies who have many users of on these free courses, and the various individuals who want to subscribe to our course library.

More about us is located at <http://www.starweaver.com> and on our learning management system at learning management system at <http://lms.starweaver.com>. You can also view some of our online courses at a third party sites, where we also syndicate our content (e.g., <https://www.udemy.com/u/paulsiegel2>).

Apply: <https://starweaver.com/join-our-team/>