



Job Position: Business Development Representative  
Location: Minneapolis, MN, Dallas, TX and Philadelphia, PA

### **About Nihilent**

Founded in 2001, Nihilent Inc. specializes in providing Enterprise Transformation Consulting, Digital Transformation, Business Intelligence & Data Science, and Enterprise IT Services. Nihilent's established Business Intelligence and Data Science practices help decision makers drive business performance, while also enforcing corporate governance. It is a dynamic, innovative company recognized as one of the fastest growing companies by Inc. 500/5000 and winner of Minnesota Business Magazine's 100 Best Companies to Work For in 2014 and 2015. If you enjoy challenging projects with Fortune 1000 companies, working with cutting edge technology, and want to learn from the best, then Nihilent may be the right fit for you.

We are seeking a dynamic Business Development candidate to help grow our company by selling business intelligence and data science services to Fortune 1000 companies. This is a great opportunity for new grad candidate who has a strong interest in technology sales especially in Business intelligence and Advanced Analytics. This job will give an opportunity to interact with business and technology leaders in large and mid-size enterprise organizations and work closely with our partners such as Microsoft and SAP. Strong opportunities to grow and great earnings with the combination of a solid base salary plus commissions.

### **Job Responsibilities**

Your focus will be on the following:

- Achieving sales goals articulated in our business plan through solutions-focused sales to new and existing customers.
- Must be able to effectively build pipeline through prospecting, driving attendance to various marketing events and expanding business in existing customer base.
- Research the market, understand the competitive marketplace, identify and acquire customers in the Enterprise and SMS&P (mid-market) space for Business Intelligence and Data Analytics solutions.
- Manage and build on the relationship with partners sales, marketing and technical teams.
- Work closely with the pre-sales technical team on customer visit plans and sales strategy. Plan and present professional software solutions.
- Nurture client relationships and become a trusted advisor by understanding the customer's business strategies and processes and then offering the appropriate business technology services and solutions.

### **Job Requirements**

- Bachelor's degree in Business, Computer Science or other related discipline, or equivalent experience within one year of graduating. Preferred degree in Business Analytics or similar field will be an advantage
- Resourceful: you have the drive to overcome any obstacle in your work.
- Self-starter with good time management skills
- Customer Obsessed: you learn about your customers and their businesses with a beginner's mind and then bring solutions that meet their needs
- Passion for Data: you're deeply motivated and excited about how technology and especially data can transform decision making
- Prospecting and planning customer meetings for Nihilent solutions and services
- Excellent verbal and written communication skills
- Likes to take the lead, not afraid to get hands dirty and likes a new challenge everyday
- Communicate effectively with all levels of an organization

**Working at Nihilent**

Nihilent is a diverse, prosperous and rewarding place to work. We provide our employees with competitive salary and benefits, educational assistance, training, and career growth opportunities. Every employee is valued for their talents and contributions. We all take pride in helping our customers achieve their goals, which in turn contributes to the overall success of the company. Nihilent is an Equal Opportunity Employer.

**How to Apply:**

Email your resume to Alexandra Schwartz, HR Manger at [alex.schwartz@nihilentinc.com](mailto:alex.schwartz@nihilentinc.com).