

## **Business Development Associate**

We're searching for a dynamic and motivated **Business Development Associate** to join our growing team in Austin, TX and help extend Mattr's presence to top clients in verticals such as Travel, CPG, Entertainment, Fashion and more. This role will be primarily an inside based sales position focused on generating new leads, identifying new business opportunities and securing meetings at key accounts. There is an opportunity to make an immediate impact on business and also room for professional growth.

### **Responsibilities:**

- Job emphasis is on recruiting new business and penetrating key accounts by securing capabilities meetings for Business Development Directors
- Proactively prospect and qualify potential new accounts
- Generate high volume of email outreaches, social outreaches, cold calls and follow ups
- Communicate company benefits and key offerings both verbally and through email
- Engage clients as you build relationships quickly and effectively
- Manage an account list and consistently meet aggressive weekly and monthly deadlines
- Work closely with Sales team to forecast and contribute to team goals

### **Basic Requirements:**

- BA/BS degree preferred with a strong academic record or equivalent work experience
- One to three years of successful sales experience is a plus but not required - open to entry level candidates who are motivated, eager to learn and are passionate about social media
- Software fluency - Word, PowerPoint, Excel; Salesforce experience a plus
- Well-versed and passionate about digital and social media; personal use a must
- Comfortable with prospecting and cold calling
- Excellent organizational, communication (email and phone) and presentation skills
- Demonstrate effective follow up for all areas of sales cycle
- Strong time management and organizational skills to maintain own work-flow and meet deadlines
- Strong customer focus – likes people and building relationships
- Results oriented, accountable, strong work ethic, strong team player
- Creative and quickly able to think outside the box and problem solve
- Positive attitude, enthusiasm, high energy, and willingness to learn
- Enjoys working in a fast-paced, hands-on, rapidly changing environment

Mattr offers an excellent work environment as well as a competitive, well-rounded compensation and benefits package, including medical, dental, and vision insurance; 401(k); unlimited PTO, and work from home Friday.

**Submit resume, cover letter and salary expectations to [careers@mattr.co](mailto:careers@mattr.co)**

Mattr is a Social Analytics and Influencer Marketing startup located in Austin, Texas. Mattr provides a rich and colorful picture of a brand's social media audience—who's influential, what influences them, and how to engage on a personal level by uncovering values and intent. We work a flexible schedule and like to get things done without worrying about too much red tape. We embrace new technologies and like to work with people who are passionate about their craft. We place an emphasis on open collaboration and ownership.