



AutonomyWorks

Title: Business Development Representative

Location: Downers Grove

Type: Full-time (40 hours per week). Part-time candidates will be considered.

The Company:

AutonomyWorks is a dynamic Social Enterprise whose mission is to create thousands of jobs for people with autism. Our teams support clients around the country. We provide operations support designed for the rapidly digitizing workplace. Our work includes quality assurance, content operations, data set compilation and quality, and document digitization.

AutonomyWorks has developed proprietary methods and tools that enable our team of Associates to deliver at exceptional levels of quality and productivity.

Led by a team of industry veterans, AutonomyWorks is growing rapidly and looking for motivated innovators to join our Team.

The Opportunity:

The Business Development Representative will be responsible for sourcing new business opportunities, nurturing prospects, and closing business. This individual will have a deep understanding of AutonomyWorks. They will work with internal teams to understand the core offerings so that they can effectively communicate to potential clients the value of our services.

What makes us different:

- Passionate leadership that truly want to see you succeed
- Opportunities to change the trajectory of your life and the lives of others
- We care about the well-being of our employees
- A commitment to excellence, we hire the best, and our team members push each other to reach higher levels

What we offer:

- Opportunity to build out processes for new sales team
- Ability to work with senior level staff daily
- A inspiring culture
- Opportunities for growth



AutonomyWorks

Responsibilities:

- Meet and exceed monthly sales goals and performance measurements
- Establish strong rapport with prospects via phone and in-person meetings to identify needs and present solutions
- Present the value of AutonomyWorks to prospects with integrity, professionalism, and knowledge
- Successfully qualify and pair customers to the services that meet their needs
- Staying up to date and current with evolving products and product knowledge

Skills and Knowledge:

- Familiarity with a sales process
- Ability and desire to be coached
- Strong work ethic
- Good attitude
- Someone who will go the extra mile
- Bachelor's Degree required

Qualifications:

- 1+ Years of relevant sales experience in any form
- History of documented success
- Strong collaboration, written and verbal communication skills.
- Strong analytical, problem-solving and organizational skills.
- Enthusiasm for learning new topics and sharing knowledge with others.

Compensation:

- Base salary plus commission

AutonomyWorks offers the prospect of working to make a difference in an excellent work environment with competitive pay and benefits. To be considered, please send a cover letter with a resume and salary expectations to recruiting@emailautonomy.com. To learn more about our dynamic company visit our web site at www.autonomy.works.

AutonomyWorks is an Equal Opportunity Employer that values the strength diversity brings to our workplace.