

<b>JOB TITLE:</b>	Business Development Executive
<b>LOCATION:</b>	Miami, FL
<b>REPORTING TO:</b>	Head of Business Development
<b>SALARY:</b>	Dependent on experience

### About Us

ConnexAI, a multi-award-winning leader in AI and SaaS solutions, is transforming global customer experiences. Our innovative platform empowers businesses of all sizes to engage with their customers seamlessly and efficiently.

ConnexAI's global footprint spans multiple continents, with offices in the United States, the United Kingdom, South Africa, Kenya, Nigeria, Spain, and Australia. This strategic presence allows us to serve customers in diverse markets and provide tailored solutions that meet their unique needs.

Recognized as one of the next unicorn businesses in the Titans of Tech report 2024, ConnexAI is committed to excellence and innovation in the field of artificial intelligence. Our proprietary AI suite, Athena, automates business tasks, manages complex inquiries, and provides round-the-clock support across all communication channels. With Athena's AI-powered tools, businesses can make informed decisions, provide timely assistance, and elevate customer satisfaction.

By partnering with ConnexAI, businesses can optimize their operations, improve customer experiences, and achieve long-term success in today's competitive market.

### Role Objectives

The Business Development Executive role is an opportunity to join a fun, fast paced and dynamic team that sells the Connex One product globally. We're looking for people who are target driven, motivated to succeed and most importantly eager to learn and develop a successful career in the world of software sales!

### Core Responsibilities & Duties

- **Outbound Outreach:** To potential customers - via phone calls, LinkedIn, email and other outbound demand generation tools we utilise in order to develop a strong pipeline for the Sales Team.
- **Opportunity Qualification:** Uncovering and understanding customer pains and challenges with the view explaining how we can address those business challenges
- **Achieving Set Targets:** Work to achieve daily, weekly and monthly goals through demand and lead generation - based on the number of meetings booked with Decision Makers
- **Relationship Building and Management:** Engaging with Decision Makers at all levels and targeting businesses across various industries

- **Continuous Development:** Learning to get an understanding of Connex One products and services
- **Brand Ambassador:** Represent the company at Networking Events across the country

#### Qualifications & Experience

- Previous outbound sales experience would be an advantage
- Excellent written and verbal communication skills
- Self-motivated, enthusiastic and professional
- Knowledge and experience of software sales would be an advantage but not essential
- Interpersonal skills and eagerness to work as part of a team

#### Remuneration & Benefits

- Uncapped commission: Booked appointments and deal based recurring commission
- Generous target driven bonuses
- Office transfer options to overseas locations based on performance
- Team based target driven incentives
- 15 days holiday (plus 11 US public holidays)
- 401k contribution

To apply for this role, submit your CV and any relevant personal information to [hr@connex.ai](mailto:hr@connex.ai)

You may be required to work in an area of the company where work exists and for which you possess the necessary skills and/ or be prepared to undergo training/train others as required by the company.

This job description should be taken as a general guide and the company reserves the right to update and amend it in keeping with operational requirements, which may change from time to time.

