



## Business Development Specialist

Flexagon is a fast-growing software company headquartered in Green Bay, Wisconsin. We are driven by the excellence of our employees and our ability to deliver exceptional customer satisfaction with our products and services. Our software product, FlexDeploy, is a market leading DevOps platform for CI/CD and Release Orchestration. Our services are in support of FlexDeploy product implementations, general DevOps, Continuous Delivery, and Release Orchestration implementations, and custom software development and integration using commercial and open source technologies.

We are looking for an energetic and talented sales professional to expand our consulting services and assist with selling FlexDeploy. Candidates must have sales experience, and preferably have experience selling software products and services.

Location: Green Bay, Wisconsin area with travel as needed.

### Responsibilities

- Establish, develop, and maintain customer and partner relationships.
- Identify, assess, and close new business opportunities across software product and consulting services.
- Collaborate with marketing, sales, and product management to improve a closed-loop feedback process to help achieve better lead generation, qualification, and sales execution.
- Follow up on leads and conduct research to identify potential prospects.
- Identify key buying influencers within prospects to determine budget and timeline.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales lifecycle.
- Clearly articulate Flexagon product and services value proposition.
- Work with channel partners to drive lead generation and deal completion.

### Qualifications

- 3+ years of IT sales experience with a proven ability to identify and develop new business with prospects and existing accounts
- Ability to build and maintain relationships with the decision-makers.
- Demonstrated ability to retain clients and achieve sales targets.
- Excellent interpersonal and communication skills.

How to apply: Submit your cover letter and resume to [info@flexagon.com](mailto:info@flexagon.com)

Flexagon is an Equal Opportunity Employer committed to ensuring all current and prospective employees are afforded equal opportunities and treatment and a work environment free of harassment.