Business Development Representative

Department: Sales
Location: Remote, United States
Type: Full-time

About Flexagon

Flexagon helps enterprises deliver change faster and more safely across Oracle, SAP, and Salesforce environments. Our DevOps and Configuration Management platform, including FlexDeploy, gives IT teams the automation, visibility, and control they need over the applications that run their business. More than 300 enterprise customers around the world rely on Flexagon.

About the role

As a Business Development Representative (BDR), you will open doors with IT leaders at enterprise organizations. You will research target accounts, start conversations by phone, email, and LinkedIn, and set qualified meetings for our Account Executives. You will also work closely with Sales and Marketing to sharpen our messaging and targeting.

Key responsibilities

- Identify, research, and engage net-new prospects in enterprise accounts through calls, email, social outreach, and other channels
- Run consistent, high-volume outbound prospecting into target accounts using multi-touch call, email, and LinkedIn sequences
- Set qualified meetings and build pipeline for Account Executives
- Meet or exceed monthly and quarterly targets for meetings booked and qualified pipeline created
- Follow up on inbound leads and contacts from trade shows and webinars
- Partner with Account Executives and Marketing to refine messaging, targeting, and campaigns
- Keep CRM records, activity, and contact data accurate and current
- Learn Flexagon's products, buyer personas, and competitive landscape, and stay current on industry trends

Qualifications

- 1+ years of BDR or SDR experience in SaaS or enterprise technology (preferred)
- Proven track record of meeting or exceeding outbound pipeline targets
- Strong written, verbal, and interpersonal communication skills
- Self-motivated, organized, and coachable, with the resilience to thrive in a metric-driven role

- Experience with Salesforce or a similar CRM, plus sales engagement tools such as Outreach, Salesloft, Gong, or LinkedIn Sales Navigator
- Familiarity with Oracle, SAP, Salesforce, or DevOps concepts is a plus

Why join Flexagon

- Sell a proven platform to enterprise IT teams at well-known global companies
- Work alongside experienced Account Executives, Solution Architects, and leadership
- Fully remote, with some travel to trade shows and events

Benefits

- Health, dental, and vision insurance
- Health savings account and flexible spending account
- Life insurance
- 401(k) with company matching
- Paid time off
- A clear path for growth

Equal opportunity

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

How to apply

Send your resume and cover letter to info@flexagon.com.