

# EQUITY SHIFT

## Business Development Representative

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**Location:** Raleigh, NC / Remote

**Classification:** Full-Time

**Company Description:** Equity Shift provides next-generation fintech software that makes it easier for private companies to buy, sell, and transfer their securities. Our mission is to give operators (CEO, CFO, Counsel, etc.) enhanced capabilities at all stages of their company's life cycle. Our vision is a private market where everyone has greater freedom of choice. Equity Shift's BITE™ platform is patented and licensed by FINRA (CRD #309841) as a secondary trading marketplace for restricted securities.

We're led by an expert team with 100+ years of relevant experience in software development, capital markets, corporate transactions, banking, and securities law. This is an opportunity to gain direct access to the world of private equity and work alongside leaders of the \$100B+ (and growing) annualized secondaries market.

**Job Description:** Business Development Representatives are a critical part of the Equity Shift sales team. You will support all levels of the sales organization by finding new revenue opportunities that add to the total pipeline. You will foster relationships with sales managers, company leaders, and potential future customers.

The ideal candidate will have a demonstrated track record of providing growth opportunities to team members to transition down the sales pipeline. We value natural curiosity, the desire to learn, and the hunger to aggressively seek green-field opportunities. We offer unlimited personal and professional growth, including the potential to become a manager, director, or even head of sales at Equity Shift.

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### **What You'll Do (Job Requirements):**

- Prospect and generate leads with private companies.
- Collaborate closely with sales leaders to establish a "plan of attack" including company qualifications, target prospects, and target messaging.
- Schedule new meetings with qualified leads and hand-off to sales closers.
- Qualify opportunities and communicate our value / overcome objections.
- Participate in regular training and help improve demand generation.
- Create, prioritize, and qualify strategic account lists.
- Meet or exceed quotas for lead generation and qualified opportunities.
- Research and build new and existing accounts in our CRM system.

**What You'll Need (Key Skills):**

- Self-starter attitude: Ability to learn in a fast-paced environment.
- Proven history of achieving or exceeding quotas.
- Ability to source, qualify, and develop new sales opportunities.
- Excellent written and verbal communication, and relationship building skills.
- Highly organized with experience maintaining multiple work streams.

**Desired Education and Experience:**

- Bachelor's degree from an accredited institution.
- Previous experience in a lead generation role is required.
- Previous experience selling regulated products (e.g, securities, insurance, etc.) and/or B2B SaaS is preferred.

**What We Offer (Compensation):**

- Market competitive base salary and uncapped OTE upside.
- Series 7 licensing: registered reps can earn commission on transactions throughout the lifetime of their customer's accounts.
- Flexible vacation and holiday schedule.
- Full employee healthcare benefits.

*Equity Shift is an equal opportunity employer and is committed to providing a positive interview experience for every candidate. As a company we value diversity, inclusion, and equal access to life-changing opportunities. Every day we work to exhibit fairness, helpfulness, transparency and leadership in our community. We build our teams around these values.*

Please email [careers@equityshift.com](mailto:careers@equityshift.com) to start your next step with Equity Shift.