

Position: Business Development Associate

Location: Philadelphia, PA

Compensation: Salary, Benefits Package

About ChargeItSpot

ChargeItSpot® works with some of the biggest brands in the world to provide free and secure cell phone charging to consumers on the go. Our clients include best-in-class brands such as Target, Gap, Nordstrom, Under Armour, and Neiman Marcus to name a few. Clients love us because when customers charge, they shop longer and spend more. Users love us for saving them from the dreaded dead phone battery.

At ChargeItSpot, we value dedication, flexibility, and a tenacious attitude – we want people who are ready to get things done. Our focus is fierce, but it's not all hard work. We are always up for a game of darts in the office, and karaoke skills are, of course, much appreciated. We are excited to add new members to our rapidly expanding team!

Position Overview

ChargeItSpot is looking to fill a business development position to bring our sales traction to the next level. As a Business Development Associate, you will report to the Director of Business Development and will be an integral member of ChargeItSpot's team. You will assist in selling large contracts to national companies such as Bloomingdales, The North Face, Uniqlo, and others. In your role, you will be involved in prospecting new business, researching potential areas of growth, and supporting all aspects of the business development process.

The successful candidate should be highly motivated, detail-oriented, and exceptionally organized. The person should have a positive attitude and should be comfortable in unstructured environments. They should be resourceful and be able to take instruction and execute accordingly. The candidate should be comfortable in a support role, but have the sense of ownership required in a startup environment. This person should not be afraid to share their opinion and be able to challenge ideas in a professional setting.

Responsibilities

- Prospecting new business opportunities
- Helping to manage various business development projects on tight deadlines
- Liaising closely with the Client Success Team to manage execution
- Preparing service agreements and proposals for prospects
- Documenting sales activities in a CRM database
- Setting up, preparing, and gathering logistics and deliverables for meetings

Qualifications

- 2 years work experience preferred
- Business development experience is a plus
- Bachelor's degree required
- Demonstrates excellent verbal and written communication skills
- Detail-oriented executor who enjoys solving problems in real time
- Must be organized and able to multi-task in a high-pressure environment
- Must be willing to roll up your sleeves and tackle projects beyond your scope
- Flexibility with a schedule that will include an occasional night or weekend

If you have the killer combination of skills and qualities that we are looking for, please submit your resume to Michaela Fallon at careers@chargeitspot.com.

ChargeItSpot is an Equal Opportunity employer. Personnel are chosen on the basis of ability without regard to race, color, religion, sex, national origin, disability, marital status or sexual orientation, in accordance with federal and state law.