



Business Development Associate

The Business Development Associate (BDA) is the first line of the Arbitech sales force. They are the initial ambassadors and champion Arbitech's values, products and services. With a strong business acumen and a desire to increase/grow their business, the BDA strategically prospects for new companies and customers to partner and do business with.

Candidate must possess the following:

- Bachelor's degree required (Business or IT major preferred)
- 1-2 years relevant work experience B2B sales
- Self-starter with a history of consistently meeting or exceeding sales targets
- Hunter Mentality
- Ability to hit goals and be measured by same (daily, monthly, quarterly)

Duties and responsibilities include, but not limited to:

- Heavy prospecting
- Telephone sales - Identifying new sales opportunities
- Introducing Arbitech's products and value proposition
- Combing our large database of prospects, former customers and inflow of marketing leads to drive sales.
- Researching organizations and individuals through public databases and on line (especially on social media) to identify new leads and potential new markets
- Researching the needs of our customers and learning who is the decision maker within the organization
- Arranging and coordinating initial meetings between the prospect and a senior executive at Arbitech

If you are driven, resourceful, able to solve problems and think on your feet, we want to talk to you. Positive, energetic, roll up your sleeves attitude is a must. The ideal candidate will demonstrate organizational, interpersonal, analytical and problem solving skills. As well as demonstrate a high level of personal initiative without constant supervision.



Arbitech is a thriving and established company recognized as the leading alternative distributor of computer products in the United States. Frequently awarded one of the best places to work in Orange County, Arbitech employees enjoy unmatched benefits and amenities in a fun and fast paced environment. To learn more about us - visit www.arbitech.com