



Job Title: Business Development Associate

Company Overview: We are a rapidly growing SaaS business focused on online site selection and related GIS applications. Our cutting-edge applications are built natively on the Esri ArcGIS platform and used by economic development organizations to attract and retain growing businesses, and by businesses to make data-driven decisions regarding optimal site locations. We are seeking a highly motivated Business Development Associate to join our dynamic team.

Job Description: As a Business Development Associate, you will play a crucial role in growing our business. You will quickly become an expert in our technology and its many advantages over legacy technologies and will assume responsibility for hosting demos, presenting the technology, and representing the company. You will join our CEO, COO, Director of Business Development and Director of Customer Success at conferences across the US and Canada. You will report to, and work closely with, our Director of Business Development.

Responsibilities:

- Generate leads, through online and in-person demos, conferences, and sales meetings.
- Assist in moving leads through the sales pipeline to closed contracts.
- Represent GIS WebTech at conferences, a major sales channel for our company, across the US and Canada.

Qualifications:

- Self-motivation is a must. The successful candidate will receive mentorship and training, but he/she must be able to work independently and with internal motivation for success.
- No technical background is required but an affinity for technology is. GIS WebTech is a technology business, and though our software applications are all very intuitive and designed for use by non-experts, our staff must understand them and be able to demonstrate them fully. We are not seeking a technologist but rather someone who is comfortable using and explaining technology to those seeing it for the first time.
- Collaboration and teamwork are required. The successful candidate will be a team player and focused as much on company and team results as on personal results.
- Associate's or Bachelor's degree is preferred, though not required.

Compensation & Benefits: Compensation includes a competitive base salary, sales commission, medical insurance, generous 401(k), and paid vacation. The company will provide a laptop and monitor and will reimburse home internet and cell phone service.

Location: GIS WebTech is fully remote and our staff are free to live where they prefer, though for this position we would prefer a candidate in the Atlanta metro area. Please note that this position includes significant travel and all applicants should expect to travel regularly, especially in the spring and fall.



Join us in revolutionizing the way businesses make location decisions and the way economic developers recruit and retain businesses. If you are passionate about cutting-edge GIS technology, have a strategic mindset, and thrive in a fast-paced, high-growth environment, we would love to hear from you.

To apply, please submit your resume, along with a cover letter highlighting your relevant experience and achievements, to hr@giswebtech.com. PLEASE INCLUDE "SALES" IN THE SUBJECT LINE OF YOUR EMAIL.