



<https://www.quovant.com/job/businessdevelopmentrepjune2022start/>

## Business Development Representative – June 2022 Start

### About Quovant

Quovant has helped some of the world's most recognized brands – including over 10 percent of the Fortune 100 and seven of the top 10 healthcare systems – analyze outside legal spend and law firm performance. Quovant's suite of software and services helps GCs and legal operations leaders streamline matter management, invoice review and payment processes while uncovering actionable insights and analytics. Our solutions help our clients focus on what matters most for their clients – the practice of law.

This unique tech-enabled services approach leverages machine learning, business intelligence, and human capital to drive more informed, data-driven decisions, operational efficiencies and cost savings. Clients can choose from a turnkey, cloud-based legal spend and matter management SaaS solution or tap Quovant's experienced team powered by proven technology to do it all for them.

Quovant has been named one of the top places to work by the Tennessean for three consecutive years.

### Description

Quovant is looking for stellar Business Development Representatives ("BDRs") to join our enterprise sales team in our Nashville office to help share our story.

With clients focusing more than ever on visibility into their outside legal spend, we are investing heavily into supporting the world's largest and most innovative legal departments. We need skilled sales team members, like you, to help accelerate our growth strategy and join our fast-growing sales team.

### Responsibilities

Specifically, this role will be responsible for:

- Strategically identifying potential client contacts, generating leads, and uncovering high-value opportunities
- Communicating Quovant's offerings to potential clients in an impactful way and demonstrating why a meeting with Quovant would be beneficial to their business
- Scheduling revenue-generating meetings through outbound phone calls, and preparing and sending strategic emails to prospective clients
- Successfully diagnosing the client's key business needs to ensure a high quality of interaction in the first sales meeting
- Supporting the enterprise sales team in all aspects of the sales cycle, including scheduling follow-up meetings and managing the pipelines of completed meetings to ensure all prospective clients are being contacted throughout the year

As a part of our sales team, you will receive spectacular training and earn an excellent income through your base salary and commissions. Most importantly, you will join and learn from a talented sales team that is laser focused on serving the

### Employment Type

Full-time

### Job Location

696 Melrose Ave, 37211, Nashville, Tennessee, United States

### Date posted

January 7, 2022

future of the most innovative legal departments.

## **Qualifications**

- You have a Bachelor's degree from an accredited school
- You can maintain a high level of productivity in and out of the office in adherence to a hybrid remote/in-person role
- You are highly motivated, gritty, curious, and willing to learn in a fast-paced environment
- You have excellent organizational skills, attention to detail, and an independent mindset
- You get energized by the idea of interacting with Fortune 500 companies
- You are confident in your ability to communicate effectively with senior client levels via email, phone, and in-person
- You are motivated by uncapped commissions based on overachievement
- You want to build a career in sales in an award-winning workplace environment

## **Job Benefits**

- A fun culture with a high energy team and a flexible work environment
- Competitive salary and commission/bonus plan
- Percentage match of your 401k contributions
- Employer-sponsored health, dental, and vision benefits available
- Generous PTO and holiday benefits
- Regular company gatherings and social hours
- We encourage and celebrate diversity in the workplace. Quovant is an equal opportunity employer