



*[KitcheNet](#) is a mission-focused, office-based fruit curator and delivery service. We strive to provide the topmost quality fruits for our clients on a weekly basis while making fresh fruits available to low access communities. KitcheNet partners with the Inner City Muslim Action Network to subsidize fruit deliveries on the southwest side of Chicago.*

KitcheNet is seeking a Business Development Representative to help develop and execute the marketing and sales strategy. Your role will be to seek new business opportunities by contacting and developing relationships with potential customers.

To be successful in this role, you should have previous experience developing leads from outreach campaigns and meeting sales quotas. You will use your communication skills to cultivate strong relationships with customers, from first contact until you close the deal. You will also ensure proper after-sales service. If you are motivated and results-driven, and enjoy working in a team environment, we'd like to meet you.

Ultimately, you will boost sales and contribute to our long-term business growth.

**Primary responsibilities include:**

- Build a sales pipeline
- Construct and oversee the Outreach Campaign
- Generate qualified leads
- Manage Brand Ambassador roles for demo events
- Qualify leads from marketing campaigns as sales opportunities
- Contact potential clients through cold calls and emails
- Present our company to potential clients
- Identify client needs and suggest appropriate products/services
- Build long-term trusting relationships with clients
- Proactively seek new business opportunities in the market

**Qualifications include:**

- Bachelor's degree or currently enrolled in an accredited university in Business, Marketing, Communications or similar area.
- Work experience as a Business Development Representative, Sales Account Executive or similar role
- Hands-on experience with multiple sales techniques (including cold calls)
- Track record of achieving sales quotas
- Experience with CRM software
- Familiarity with MS Excel (analyzing spreadsheets and charts)
- Understanding of sales performance metrics
- Excellent communication and negotiation skills

Compensation is commensurate with experience.

To Apply:

Please send a resume, cover letter and 2-3 professional reference contacts to [trista@kitchenet.org](mailto:trista@kitchenet.org) with “Business Development Representative” in the subject line. Position is open until filled.