

Paid part-time position NOW with the potential to be hired full-time after graduation!

Apply Now Paid Part-Time Position LocaliQ is Hiring



Business Development
Representative Position

Fully-Remote

Spring 2025: 12-20 hours/week

Summer 2025: 12-20+ hours/week

Paid: \$15-18/hour to start



Apply using the QR Code today for this hands-on paid work experience. If you are passionate about sales, digital marketing, and driving business growth, we encourage you to apply for the Business Development Representative position at LocaliQ.

Seeking full-time UWF students, preferably studying communications, marketing, or sales.

These positions have the potential to convert to full-time positions after graduation.



The UWF Talent Catalyst program combines work experience, classes, mentoring, and essential professional soft skills development.

Email: workforcedevelopment@uwf.edu



UWF Talent Catalyst
UNIVERSITY of WEST FLORIDA



Business Development Representative (BDR)

Job Description

Take the next step in your career with a company that values innovation, teamwork, and results-driven success. As a LocaliQ Business Development Representative (BDR), you will prospect, qualify, and generate opportunities to support the overall growth of the business by contacting Senior Executives, Marketing Managers, and Marketing Agencies throughout the United States.

LocaliQ provides ongoing one-on-one training and coaching, where you will have the opportunity to develop skills in all aspects of sales: prospecting, messaging, and communication, and ultimately join the ranks of the world-class sales team we are building, providing an excellent opportunity for career growth.

Selected candidates will choose one Florida market to work with and collaborate remotely with the local team. Market options include West Palm Beach, Tallahassee, Sarasota, Jacksonville, Naples, Daytona, and Pensacola.

Requirements:

- Track record of high achievement
- Excellent written and verbal communication skills
- Previous sales experience OR a strong desire to begin a sales career
- The ability and desire to work in a fast-paced, challenging environment with peers who challenge you to be better.
- The desire to meet and exceed measurable performance goals.
- Naturally curious and passionate
- A keenly developed competitive nature.
- “One-speed” energy with a highly self-driven sense of motivation
- The ability to deal with and overcome objections regularly.
- Previous work experience in which you demonstrated the ability to meet or exceed job expectations.

A little about the role...

- Conduct high-volume prospecting (100-120 phone calls daily) to set appointments with qualified businesses.
- Work closely and collaboratively with Digital Marketing Consultants and Management to develop and implement appropriate prospecting strategies.
- Learn how a variety of businesses within a specific vertical operate, what challenges they face daily, and how digital marketing and technology can dramatically improve their companies and employees' lives.
- You can set yourself up for a successful career by learning the necessary fundamentals.