

BUSINESS DEVELOPMENT REPRESENTATIVE OPPORTUNITY

APPLY NOW

MORE IS POSSIBLE.®

WHO ARE WE?

DesignPoint has provided intelligent state-of-the art 3D solutions for superior product design, engineering, and manufacturing companies for 25 years. Our experienced sales and engineering professionals provide sales, training, and support services for SOLIDWORKS 3D design products, as well as Markforged and BigRep 3D printers. Our services help our customers streamline product development and maximize their potential by driving revenue and reducing costs.

Recognized as the 2020 #1 Channel Sales Team in the Americas by 3D Printing icon, Markforged, and awarded #1 in Customer Satisfaction for all of North America by 3D design software giant, SOLIDWORKS, DesignPoint is soaring to new heights along with the growing additive manufacturing industry, and we are ready to welcome an expanded sales team to our rocket ship.

WHAT'S THE OPPORTUNITY?

The additive manufacturing industry grew from \$2 billion in 2012 to an expected \$18 billion in 2021... and an anticipated \$100+ billion by 2030. These incredible growth projections are the catalyst for our plans to 10X our Markforged 3D printing business and more than double our SOLIDWORKS 3D design software business. To make this happen we are immediately adding a Business Development Representative to our already impressive sales team.

HOW CAN I GET ON THIS ROCKETSHIP?

Our extremely motivated and passionate BUSINESS DEVELOPMENT REPRESENTATIVE (BDR) will help us drive our sales growth through mastery of our top of the funnel sales process. Our BDRs hone their sales skills on the phone, setting up meetings to drive sales growth in the exciting field of 3D printing and 3D design software. Using your consultative sales professional skills, you will crush your goals while setting up meetings in a fun, energizing, and dynamic environment.



...AND THE BEST PART? YOU'LL HAVE THE BEST SUPPORT!

SANDLER SALES TRAINING: DesignPoint employs the world-class Sandler Sales Training program, which empowers salespeople by teaching sales strategies, the psychology of sales, and communication skills. You will also be supported by our leadership team and owners at a fun, energizing, and dynamic company.


MY STORY™: DesignPoint's career development program, My Story™, encourages your career progression based on what YOU love to do and where you're most talented. In addition, as a member of our Sales Leadership team you will actively lead your talented team members through their My Story™ journey. This collaborative process fosters engagement and spurs productivity within your team.

WHAT WILL YOU NEED FOR SUCCESS?

- 1-2 years of demonstrated success in a business development, lead generation, or sales role. (Cold calling experience is highly preferred.)
- A positive, high-energy nature that can handle a fast-paced and evolving hyper-growth environment.
- Excellent strategic thinking skills to help us advance our vision for the future.
- A history of being self-motivated, self-improving, and self-disciplined.
- A demonstrated commitment to our motto: More is Possible® - i.e., a willingness to always help each other and our customers, going above and beyond in everything you do.
- Your core values are in line with our DesignPoint DNA: Caring & Selfless; Autonomous & Accountable; and Massively Impactful.

MORE REASONS TO JOIN THE DESIGNPOINT TEAM

- 100% company-paid Medical, Dental, Life, and Disability Insurance for team members
- Excellent Compensation Package (Base Pay + Commission)
- 401(k) plan and profit-sharing plan
- Excellent Time-Off Benefits, including Vacation, Paid Sick time, and Paid Holidays
- We offer Personal Development including an excellent Onboarding Plan and ongoing Product & Industry Training, as well as Sandler Sales Training

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- You will have the opportunity to write your own career path based on your unique abilities and passions through our My Story™ Career Development Program.
 - You will be working at a fun, inspirational, stable, successful 20+ year-old Company with a compassionate Company Culture marked by Integrity and exceptional Customer Satisfaction.
 - Work/Life Integration: It is your choice if you'd like to work remotely or work out of our DesignPoint office in Clark, NJ. We give you the flexibility you need to succeed.
 - We exemplify our DesignPoint DNA (our core values) of 'Caring & Selflessness', "Autonomy with Accountability", and 'Massively Impactful' in everything we do!



AUTONOMY



GRIT



INVESTMENT



**COLLECTIVE
MINDSET**

**HELP DRIVE OUR COMPANY'S
SUCCESS WHILE THRIVING AND
GROWING YOUR CAREER!**

We exemplify our DesignPoint DNA (our core values) of 'Caring & Selflessness', "Autonomy with Accountability", and 'Massively Impactful' in everything we do! If your core values are in line with DesignPoint's and you believe that More Is Possible , we cannot wait to talk to you about how you could thrive in this exciting 3D Printing Outside Sales Representative role!



APPLY NOW





About Our Team

We are passionate about building solutions that help product design, engineering and manufacturing companies maximize their potential.

DesignPoint is proud to be an Equal Opportunity Employer. We are committed to recruiting, training, and providing career advancement to all team members regardless of race, color, religion, sex, sexual orientation, gender identity, transgender status, national origin, age, veteran or disability status, pregnancy, or marital status.

