**Fintech with a family feel**

**The role**

The Business Development Representative (BDR) will act as a liaison between Marketing and Sales by managing, directing, qualifying, and processing the flow of B2B inbound and outbound leads. The BDR is responsible for initiating the prospecting process, qualifying leads and building the pipeline for PrimeRevenue's products. Being “first point of contact” with prospective customers, engaging them over the phone and email with the goal of managing and nurturing those leads, ultimately developing them into sales opportunities for the Sales TEAM.

**Learn more about working with our TEAM**