Position: Outbound Sales Representative

Who we are: PDCflow is a software company committed to elegantly, efficiently and securely enhancing the payment process, document presentment, and e-signature experience. Our software is crafted with innovation, heart, pride and extreme focus on the user experience. We have an open working environment made up of top down transparency. We hope to inspire honest interactions and trust by saying what we mean, aligning our actions to our words and taking responsibility for our actions.

What you will be doing: You will be responsible for making outbound calls to qualify and generate interest in our payment processing software. You will effectively qualify customers by uncovering their payment processing needs through the use of rapport building, probing for needs, discussing solutions, and ultimately developing enough interest with prospects to recommend a follow up by one of our Account Managers.

Tools to be proficient in: Outbound & cold calling experience, customer service & the ability to build rapport over the phone, Windows, MAC, excellent verbal & written communication skills, negotiation skills, and sales skills.
Experience with the following a plus: Salesforce, Pardot, GoToMeeting, JoinMe, Google Hangouts, and Zendesk.

What you will love about us: Located in downtown Ogden, UT we offer the following.
• Competitive salary
• Very stable & challenging work
• Joining a company who highly values their employees
• Casual environment
• Medical, dental, life, disability, generous paid time off, holiday pay
• Bi-monthly massages
• Company celebrations
• Recreational allowance-yes we pay you to have fun!
• Much more

Get ready for a dynamic new career as an Outbound Sales Representative!

All applicants must apply online at: https://dakcs.bamboohr.com/jobs/view.php?id=12

Qualified applicants receive equal consideration. No question is asked for the purpose of excluding any applicant due to race, color, national origin, religion, age, sex, disability, or any other factor prohibited by law or regulation. PDCFLOW IS AN EQUAL OPPORTUNITY EMPLOYER (M/F/D/V).

PDCflow participates in E-Verify. Through participation in the E-Verify program, PDCflow electronically verifies the employment eligibility and Social Security Number of all new hires.