### Job Description

The Sales Development Representative (SDR) will generate new business opportunities by following proven processes to prospect into business accounts. You’ll learn how to identify and research lists of companies to target, and how to develop email and telephone campaigns to generate new business opportunities. The SDR will conduct high-level conversations with senior executives about their business and their operations. The successful candidate will be a strongly self-motivated and driven individual who is goal-oriented, methodical and tenacious, and can effectively interact with a team. This position has advancement potential within the sales organization, and the compensation package includes an uncapped commission structure.

**ROLE AND RESPONSIBILITIES**

- Learn and execute proven processes to generate new sales opportunities
- Strategize with top-producing sales managers
- Map prospective accounts around organizational structure, people & existing technology
- Engage executives in targeted prospect accounts
- Orchestrate discussions with senior execs around their business needs
- Manage and maintain a pipeline of interested prospects
- Leverage CRM tools to prospect into specific geographic territories and sectors

**QUALIFICATIONS AND EDUCATION REQUIREMENTS**

- High School diploma or equivalent, Associate degree or higher preferred, Two or more years of sales experience in any field, ability to develop and maintain long lasting relationships with key decision makers, strong self-management skills, strong attention to detail and decision-making skills
  - A commanding desire to learn and succeed in tech sales
  - 2+ years sales or related market/business experience
  - Candidates should have one of the following: software experience, sales experience
  - The ability to write succinct, crisp emails and a great phone manner
  - Knowledge of any of the following industry sectors a plus: multi-channel marketing, content marketing, e-commerce, digital and mobile marketing, retail, brands selling directly to consumers

**PREFERRED SKILLS**


**ADDITIONAL INFORMATION**

Applying for this position is the first step of our 6-step hiring process. Please read through the job description thoroughly and we look forward to your application!