**Sales Development Representative**

**Summary of Position**

We’re currently seeking a motivated individual to support our expanding business as a Sales Development Representative.

This is a great position for a recent college graduate who is interested in starting a career in sales. Our ideal candidate is enthusiastic, professional, and ready to learn new skills and technology. This position earns salary with full benefits and uncapped bonus potential.

**Duties and Responsibilities**

* Growing our existing database of leads/prospects by researching ideal clients, identifying their interests and/or specialties, and using that collected knowledge to effectively communicate the ways in which our product would benefit their business
* Connecting with leads/prospects via phone and email to gauge interest in our service, with the ultimate goal of scheduling a product demo with one of our inside Sales Account Managers
* Recording detailed notes on all lead/prospect interactions to our Customer Relationship Management (CRM) software, Salesforce
* Contributing your own unique skills and knowledge to our internal company collaboration board in order to collectively improve our business strategy and processes

**Skills and Experience**

* Must be a motivated, task-oriented individual who thrives in a fast-paced work environment
* Must possess excellent verbal and written communication skills; must speak clearly and concisely, be able to think quickly on your feet, and remain calm under pressure; must be particularly persuasive & competent on the phone
* Must demonstrate strong organizational and time management skills  
  Must consistently deliver personable, composed customer service, and maintain a high degree of professionalism in interactions with co-workers, corporate partners, vendors, customers, and prospective customers
* Must be comfortable working in a team, but able to be self-sufficient when necessary

**Requirements**

* Bachelor’s degree preferred, or equivalent work experience that includes at least 1-2 years in a sales position. Background in business and/or finance a plus.