

The Role & Responsibilities

- Identify revenue opportunities and schedule demos within the targeted prospect base through various outbound programs such as cold calling, cold emails, and opportunity qualifications.
- Provide opportunities to the demo team, working closely with sales reps as necessary to share key information about the opportunity.
- Build relationships and effectively communicate with sales, marketing, product and the community.
- Proactively look for opportunities to improve, optimize, and perfect the outbound lead management experience.
- Meet or exceed activity metrics for outbound calls, emails, text, InMail, Facebook, Twitter, and any other communication medium (75-100+ per day), appointments set, opportunities added, and prospecting time.
- Successfully manage and overcome prospect objections.

Qualifications

- **Adaptability-** You are excited by change vs. change averse. You are adaptable and thrive in new situations where you can think on your feet.
- **Coachability-** You are coachable, able to implement feedback and dedicated to continuous self-improvement. We are all about improving and giving and receiving feedback that will make us better. You must be open to adjust and try new things.
- **Creativity-** You have the ability to creatively solve problems, find back doors to engage in communication, and use all the tools available on the internet and the real world to make connections.
- **Drive/Achievement-** You must have a strong track record of performance in a previous role or in college and a competitive nature in some field. A positive attitude and desire to win are a must. You thrive on challenges and have a proven history of consistently achieving quotas or objectives. A desire to pursue a career in sales is preferred.
- **Process Orientation/Focus-** Being able to follow a specific process and iterate on it for maximum results, is a crucial skill. Detail oriented, organized mindset with an ability to manage time effectively. You must be able to remain focused in the face of many competing interests.
- **Curiosity-** Genuine curiosity about people, technology and business, with excellent listening skills is required.
- **Communication-** You must have strong persuasion and negotiation skills and excellent communication (written and verbal), presentation, and client relationship skills are critical.
- **Technological Savvy -** Strong Internet, email, Salesforce and SalesLoft application skills are preferred. 12+ months prior experience in an SDR/BDR, role in Software/High Tech company selling to the SMB market preferred.
- Be eager to learn, committed to getting 1% better everyday and be open to feedback

TOP CHARACTERISTICS AND TRAITS CONSISTENT WITH SUCCESS IN THIS POSITION:

- Learn and articulate complex subject matter
- Great listener
- Adept at investigation and research
- Thick skin! Getting hung up on is a badge of honor for you!
- Natural storyteller
- Curious and not afraid to challenge the status quo
- Strong written communication, phone, presentation, and interpersonal skills
- Experience selling technology and/or software
- Highly organized and strong time management skills
- Ability to work in fast-paced, changing environment with minimal direction
- Hustle and Persistence
- The highest level of integrity
- Should have SAAS Industry experience