

Sales Development Representative (SDR) - North America

New York–Based With Competitive Compensation

Overview:

As a member of the Marketing team reporting to the Head of Marketing, Americas, we are looking for a talented, ambitious, and driven Sales Development Representative to drive pipeline growth through outbound prospecting and research.

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.
- Run ABM outbound campaigns across decision makers of in-market accounts that the marketing team identified.
- 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.

About You:

Personal:

- Based in NYC or the tristate area and willing to commute to the office 4 days a week.
- Adaptability: You are excited by change. 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 continual self-improvement. We are all about improving and giving and receiving feedback that will make us better. You must be open to adjusting your approach and trying 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: A crucial skill here is being able to follow a specific process and iterate on it for maximum results. You have a 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.
- Communication: You must have strong listening, persuasion and negotiation skills, and know how to articulate complex subject matter. You're savvy in communications (written and oral), preparing and delivering presentations, and managing client relationships.
- Eager to Learn: committed to getting 1% better everyday, open to feedback, and committed to growth.
- Adept at investigation and research
- Thick skin! Getting hung up on is a badge of honor for you!
- Natural storyteller
- Ability to work in fast-paced, changing environment with minimal direction
- Hustle and persistence
- The highest level of integrity
- You are a generally good human who has compassion and cares for your fellow humans on this planet and make an effort to make others' lives better both inside and outside the workplace

Technical Experience:

- Technological Savvy: Strong Internet, email, Salesforce and Outreach application skills are preferred.
- Should have SaaS industry experience
- 12+ months prior experience in an SDR/BDR role in Software/High Tech company selling to the SMB market preferred.

About Imagen:

Located in New York, London and Cambridge, Imagen is a world-leading SaaS video and asset management platform provider that provides global Enterprise, Education and Sports organizations the ability to access, distribute and manage their complex content intuitively and efficiently. We are backed by leading VCs, including Cambridge Innovation Capital & Downing and Guinness.

The Package:

We offer a competitive salary and equity as well as private healthcare, 401k, and other work/life balance benefits to keep our employees engaged, motivated, and happy.

If you are interested, please forward your CV to luke.krawec@imagen.io