

# Job description

## Job Description-Base Salary+Commission

The ideal candidate is an energetic self-starter with the ability to identify influencers and key decision-makers within accounts. You will discover qualified opportunities by responding to inbound interests and targeted outbound prospects to build rapport and establish long-term relationships.

At Pivot, we know that the key to growth is in a high-performing sales team. That's why we're seeking a qualified sales development representative (SDR) to find and screen potential customers who can benefit from our products and services. As the first line of communication with prospects, ideal SDRs have a strong understanding of the sales process, excelling at researching leads, starting new relationships, and setting Pivot up for success. You should be a quick learner with strong communication skills and have the ability to showcase our offerings in a compelling way. Every potential customer is an opportunity for you to boost top-line revenue growth, customer acquisition levels, and profitability.

## Daily and Monthly Responsibilities

- Utilize CRM, cold calling, and email to generate new sales opportunities
- Identify prospect's needs and suggest appropriate products/services
- Build long-term trusting relationships with prospects to qualify leads as sales opportunities
- Proactively seek new business opportunities in the market
- Set up meetings or calls between (prospective) customers and sales executives
- Report to CEO with weekly, monthly, and quarterly results
- Drive top-of-the-funnel lead generation for account executives and sales managers
- Update and manage all sales activities, opportunities, and account information in CRM
- Consistently achieve a monthly quota of qualified opportunities

## Required Skills and Qualifications

- Preferred Bachelor's degree or at least 1-2 years of relevant work experience
- 1-2 years of sales experience, with a history of exceeding the lead target
- Strong communication skills via phone and email
- Proven creative problem-solving approach and strong analytical skills
- Strong desire and ability to move up within a sales organization
- Excellent written and verbal communication skills

- Ability to multi-task, organize, and prioritize work

### **Preferred Qualifications**

- Proficiency with CRM software
- Prior experience as a sales development rep with a track record of achieving sales quotas

Inquiries please contact:

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