

## **Senior Sales Development Representative**

Are you looking to be part of a mission driven company that treats its employees with kindness and helps its sales people to be successful without cut-throat competition?

Our client is looking for a Sales Development Representative to join their growing sales team. You will have the opportunity to work within a very different sales culture. One that rewards its sales people for success and also fosters an environment of kindness towards others and self-growth.

### **What you'll do**

- Find and generate new opportunities through outbound prospecting into Life Science companies within an ICP.
- Lead a 15-minute qualification call with the prospect:
  - Confirm key points such as industry, employee count, current provider, timeline, and budget.
  - Creating the deal (company and contacts as needed) in HubSpot.
  - Posting notes and contact information into Hubspot.
  - Utilize the Sales team calendars to schedule an Introduction-Discovery meeting with the prospect.
  - Seamlessly hand off the client to the Sales team to continue the process.
- Encourage use of the lead qualification survey by prospects submitting via our inbound lead forms.
- Focused prospecting for new deals through email, social media, conference/event follow up, webinar follow up and other innovative channels.
- Effectively use tools to communicate with prospects via phone, email, screen share and/or other technology.
- Manage leads, tasks and relationships in an organized and professional manner
- Maintain active engagement with prospects through persistent outreach
- Work closely with the Marketing team to tackle each vertical, develop new programs, collateral, sequences, call strategies, and messaging to drive opportunities for new business.
- Achieve and exceed monthly revenue benchmarks while maintaining daily and weekly activity metrics
- Participate in collaborative efforts across the team to iterate and improve the sales process
- Keep CRM up to date.

### **What You Bring to The Table:**

- $\geq 2$  years of experience in a SDR role in B2B software sales, with preference to those with life sciences industry experience or technical selling
- Experience generating opportunities via outbound channels required
- Hard-worker and initiative-taker who is looking for ways to contribute value to the company and constantly seeks to improve your own and team ideas and processes
- Coachable, open to new ideas and feedback, constantly looking to improve your skills, and possesses a positive attitude
- Persuasive with demonstrated history of success
- Proven relationship building skills

