

Job Description

Sales Development Representative

(Company name) is looking for a seasoned sales representative to drive business expansion. *(Company name)* provides *(insert description of business)*. Founded in _____, *(company name)* has shown consistent growth and is well financed *(modify as applicable)*. The ideal candidate will have proven experience as a *(small, medium, large)* new account development representative.

Responsibilities:

This position reports to the *(insert)* and will have responsibility for sales prospecting functions in the *(insert)* region/territory. This person will work in partnership with the field sales representative for the same region with common goals *(modify based upon your structure)*.

Responsibilities include:

- Identification, development, and acquisition of new customers, including establishment and daily management of a prospect sales-funnel program. Qualified prospects to be developed from incoming leads as well as targeted direct outreach.
- Establish and manage the key milestones needed to disqualify a prospect or move the prospect into the team's sales funnel with the applicable support.
- Support in the establishment of sales forecasts on a monthly, quarterly, and annual basis.
- Performance to sales quotas on a monthly, quarterly, and annual basis.
- Weekly sales funnel progress reporting.
- Customer input to marketing regarding product and service improvements as identified from prospect contact.
- *(Other as required)*

Required Skills & Experience:

- Five or more years of proven regional / national direct *(inside)* B to B new customer development experience in the *(insert)* industry.
- Proven experience developing *(small, medium, large)* account relationships.
- Able to provide annual sales performance to quota for all years of experience.
- Able to describe the process by which they were successful.
- *(Other as required)*

Like to have experience:

- Proven selling experience in the *(insert)* industry.
- Ten or more years of proven inside new business development experience.
- *(Other as desired)*

Compensation:

- Salary plus incentive compensation program
- Medical and dental insurance
- 401k program with company match
- Paid holidays and vacation