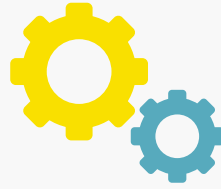


We're HIRING



SALES DEVELOPMENT REPRESENTATIVE



JOB DESCRIPTION / MISSION

We are looking for a friendly, well-spoken sales development representative to assist our company in expanding our customer base. The sales development representative's responsibilities include generating potential leads, soliciting potential customers, facilitating sales, and connecting customers with the right salesperson.

APPLY NOW

theurldr.com/hiring

CRITICAL COMPETENCIES

Candidates will need to demonstrate the following strengths to be successful in this position:

- Honesty/Integrity - Earns trust, maintains confidences, does what's right, speaks plainly, and truthfully.
- Organization/Planning - Plans, organizes, schedules, and executes in an efficient, productive manner, focusing on key priorities.
- Intelligence - Learns quickly, demonstrates ability to understand and absorb new information proficiently.
- Attention to Detail - Doesn't let important details slip through the cracks or derail a project.
- Flexibility/Adaptability - Adjusts quickly to changing priorities and conditions, copes well with complexity and change, able to handle multiple tasks at the same time.
- Analytical Skills - Able to structure and process qualitative or quantitative data and draw insightful conclusions from it.
- Calm Under Pressure - Maintains stable performance when under heavy pressure or stress. Able to work effectively in a fast-paced environment.
- High Standards - Expects personal performance and team performance to be nothing short of the best.

CULTURAL COMPETENCIES

Here's how our team members describe our organization. Are you a good fit?

- Energetic
- Fast-paced and mildly chaotic
- Flexible
- Dynamic
- Supportive and friendly
- Enthusiastic
- Casual
- Entertaining
- Ambitious



WHAT WE'RE LOOKING FOR IN THIS ROLE

We're a growing, fully remote e-learning agency that is looking for an eager organizer, and proactive self-starter all in one. The sales development representative is a customer facing position that requires accurate and efficient attention to detail. This person will represent the URL dr to potential customers and partners.

To be a successful sales development representative, you should have excellent communication, interpersonal, and customer service skills. You should also demonstrate the ability to meet deadlines and have strong analytical and SAAS skills.

TASKS INCLUDE (NOT LIMITED TO)

- Qualify leads from marketing campaigns as sales opportunities
- Contact potential prospects through cold calls, email, and drip campaigns
- Present our company to potential prospects
- Identify prospect's needs and suggest appropriate products/services
- Build long-term trusting relationships with prospects
- Proactively seek new business opportunities in the market
- Set up meetings or calls between (prospective) customers and Sales Executives
- Proactively seek new business opportunities in the market
- Monitor and attend sales meetings with prospects, handling the introductions and note capture with the sales representatives
- Move prospects through the sales pipeline
- Identify sales opportunities on various freelancing platforms such as Upwork and spend management platforms such as Ariba

BONUS QUALIFICATIONS

- Experience with Dripify
- Experience working in Harvest
- Experience working in Asana
- Experience with Active Campaign
- Experience with Social Media Marketing
- Experience in e-learning
- Experience with presentation design

MUST HAVES

- Proven work experience as SDR, Business Development Assistant or similar role
- Hands-on experience with cold calling, cold emailing and social outreach.
- Track record of achieving sales quotas
- Experience working with Salesforce
- Experience working with LinkedIn and Sales Navigator
- Fair understanding of sales performance metrics
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations
- Demonstrated ability to work solo as well as being a productive team member
- Have a strong work ethic and are eager to learn and make new connections with prospects
- Ability to travel to trade shows to represent our company and brand

BENEFITS

- Flexible schedule, set your own hours
- Profit sharing program after six months
- Work remotely, forever
- Personal development opportunities
- Fast-paced environment in high growth sector
- Supportive environment & team members
- Freedom
- Fun culture
- Meaningful work that's improving learning
- Personal time after one month



WE EXPECT YOU TO PARTICIPATE IN OUR WEEKLY MEETINGS ON MONDAYS 1PM-2PM EST.