



<https://www.viewpath.com/blog/inside-sales-representative/>

Sales Development Representative (SDR)

Description

Reports To: Director of Sales

Location: Seattle, WA

Type: Non-Exempt Employee (Full Time)

Employment Type

Full time

Industry

Software

Job Location

Seattle

Date posted

October 30, 2018

About Us:

Viewpath provides a comprehensive cloud-based suite of project, portfolio and resource management services to Fortune 1000 companies around the world. Our new 4.0 platform was founded with the mission of providing enhanced project and resource management functionality with increased responsiveness – all within a highly intuitive user interface. Today, our world-class venture-backed, SaaS platform is solving project collaboration issues across multiple verticals.

Job Purpose and Expectations:

We are a venture-backed SaaS company facing the mountain of significant growth and looking to build our sales team. We are looking for a Scrappy Hunter who is comfortable covering the entire spectrum of the sales process including lead generation, prospecting, demonstrations, pipeline management, and deal closing. If you are driven by success and growth, this is the role for you.

Responsibilities

- Generate qualified sales leads via cold outreach
- Manage inbound sales leads (website, chatbot)
- Make outbound calls and emails to prospective customers of Viewpath (managing customer records in Hubspot/Salesforce)
- Conduct demonstrations of the application to prospective customers
- Manage customers through a successful trial process and close subscription sales
- Efficiently use internal resources at the right time in the sales process
- Consistently build, track and handle a pipeline of opportunities in CRM, provide accurate forecasts and exceed Sales Quotas
- Educate key decision makers about Project Management Software

Qualifications

- 2+ years' experience successfully meeting quota in an inside sales role (preferably in a SaaS company)
- Ability to easily connect with people on the phone, build trust, learn challenges through quality questions and active listening
- Extraordinary verbal, written, presentation and demonstration skills
- Grit and determination with a strong ability to FSO/GSD
- Entrepreneurial and Coachable mindset
- Salesforce and Hubspot experience will be highly regarded
- BA/BS Degree preferred

Job Benefits

Our Values:

You'll be part of a team that takes as much pride in how much fun it's having – as it has in the quality of the work we deliver. We enjoy our startup culture and place high value in exceeding our customers highest expectations.

Honesty: We're transparent and open about our work. We pursue the best answer, not proving ourselves right. We are aware of our own biases and admit when we're wrong. We're willing to ask for help when we need it.

Community: We're team players. We support and trust our co-workers, celebrate each other's wins and learn from each other's failures. We work to create an environment where everyone can thrive.

Creativity: We're not afraid to challenge assumptions, make suggestions for better solutions, try new ideas, or take smart risks. We challenge the status quo, and feel safe to make mistakes knowing we can learn from them rather than repeat them.

Vigor and Tenacity: We strive for quality in our work and our approach to our role. We make data-driven decisions. We take responsibility for our own work quality, problems and solutions, and how our actions affect those around us.

Perks of the job:

- Unlimited paid vacation
- Flexible work hours
- Kitchen stocked with unlimited coffee, a kegerator and more!
- Casual, dog-friendly, open-layout workspace

- Health Insurance – Medical, Dental, Vision
- Competitive salary
- Office in South Lake Union, Seattle

Contacts

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