

Sales Development Representative

Job Overview:

Leading search marketing agency, Webmarketing123, is seeking a **Sales Development Representative** who is passionate about sales, eager to excel in a fast-paced environment, and willing to participate in warm-calling and cold-calling of prospects. Reps will be responsible for identifying and creating new qualified sales opportunities that set the stage for our Sales Execs.

We'll provide new and warm leads, call scripts, and CRM training for dialing and sending emails. You'll bring polished communication and writing skills, experience building rapport with people, and the tenacity to research and prospect leads on your own.

Successful Sales Development Reps will be eligible for promotion to Account Executive within a year.

Primary Duties and Responsibilities:

- Fuel our sales pipeline by prospecting, educating, and qualifying key accounts to create sales ready leads for our Sales Exes
- Effectively reach out to prospects via telephone and email
- Research key accounts, identify decision makers, and build rapport with key players
- Dedication to making 200+ outbound calls per day

Required Skills/Experience:

- Excellent written, speaking, and listening skills
- Success managing and overcoming prospect's objections
- Self-motivated to meet/exceed daily call quota and monthly appointment set-ups
- Experience with Microsoft Office; Salesforce experience a plus
- Desire to work in high energy sales environment

Hours: Approximately 30 hours/week; Ability to work on a part-time schedule that starts at 6 AM certain days

Compensation: Hourly with a commission-based bonus for appointments and sales

About Us:

We are a growing digital marketing agency experiencing tremendous year-over-year growth (+100% projected in 2011). This is a fantastic opportunity to learn about all aspects of digital marketing, define your own career path, and work amongst a group of talented, hungry peers. Our core values are teamwork, transparency, and "getting things done." We live to make a major impact on our client's businesses through effective search engine marketing and social media optimization. We work hard, but have a lot of fun too! Please submit your resume and cover letter to careers@webmarketing123.com.