

## Inside Sales: Sales Development Representative (SDR)

### Company Information

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RESULTS.com is a leading SaaS Business Management Platform, with over 5,000 users. RESULTS has received numerous awards, and was recognized as a winner of the Tie50 world's top start-ups for 2014.

Global headquarters in Auckland, New Zealand, and North American headquarters in San Francisco, USA, RESULTS.com presents an exciting opportunity for candidates looking for international business experience, including:

- Competitive salary + uncapped commission
- medical and paid vacation
- Performance based employee share scheme (upon eligibility)
- Exceptional training and on-going development programs to support your career growth

### Job Brief

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We are looking for a talented and competitive Inside Sales Rep with high energy and experience in telesales and inside selling. You will relish the daily challenge of picking up the phone and connecting with prospective customers. Whether this is to follow-up on our online marketing leads, calling sales led campaigns to a warm database, or reaching out to defined verticals.

### Responsibilities

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- Qualify new inbound sales leads and opportunities via phone and e-mail follow-up
- Source new sales opportunities by outbound cold calls and e-mails
- Identify and understand customers goals, needs and problems
- Route qualified opportunities to the appropriate sales executive for further development and closure
- Maintain and expand your database of prospects within your assigned territory

### Requirements

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- Previous inside Sales experience
- Comfortable with meeting daily quota requirements (including multiple prospecting calls), and a track record of over-achieving quotas

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- Strong phone presence, verbal, listening, and presentation skills
- Proficient with online presentation tools, including Google Docs
- Experience working with Salesforce.com or a similar CRM with an understanding of marketing automation
- Ability to multi-task, prioritize, and manage time effectively
- Bachelor's degree or equivalent experience

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**If you're excited with the prospect of joining our team, please contact us with three reasons why you should be considered for this role:**

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**Australasian candidates please contact:**

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**North American candidates please contact:**

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