

<b>Position</b>	Sales Development Rep
<b>Reports to</b>	CEO
<b>Location</b>	US
<b>Travel</b>	Some travel required.

### **Job Description**

In order to be successful in this role, we need someone who has a demonstrable track record of success within a telesales, lead follow-up, cold calling, or new business sales capacity. Experience in selling enterprise class solutions within call-center-type environments is an advantage. A thorough understanding of the sales process and the ability to navigate and progress short but complex sales cycles is a must. Familiarity with sales force automation or enterprise customer service management is a definite plus.

### **Job Responsibilities**

Presentation skills via web-based tools will be a distinct advantage as well as excellent listening, verbal, written, and relationship building skills (ability to build meaningful business relationships with 3CLogic prospects and internal colleagues).

- Manage sales opportunities and business relationships over the telephone with influential contacts and Enterprise Accounts.
- Meet or exceed Monthly, Quarterly and Annual sales objectives.
- Focus on understanding an organization's business drivers, challenges, pain points and how the 3CLogic platform maps to them.
- Follow the sales process in order to win new ACV business in less than 90 days.
- Facilitate resources necessary to further sales cycle such as Solution Consultants, Customer Service, Marketing, etc.
- Provide timely and accurate information to management such as forecasting, business objectives etc.
- Utilize and leverage Salesforce SDR leads.
- Effective Data Management through internal and external sources such as CRM, social media, search engines and press Working towards daily, monthly & quarterly KPI metrics such as Target Connections and ACV bookings.
- Persistent and dependable, especially with attendance, deliverables and deadlines.
- Able to adapt to a constantly changing environment; flexibility to work extended hours during peak periods if needed.
- This is a very collaborative and inclusive work environment where individuals strong on aptitude and attitude will have an opportunity to grow their professional careers through working with some of the most advanced technology and talented developers in the business.

## Requirements

- Minimum 2-3 years experience in sales, consulting, business development, and/or relationship management in SaaS companies.
- Bachelor's degree required.
- Experience in executing and managing sales lead generation programs.

3CLogic is a leading provider of cloud call center software, offering a seamlessly integrated multichannel and Computer Telephony Integrations (CTI) platform for today's enterprise businesses. Designed to complement existing operational workflows and/or on-premise legacy systems, 3CLogic provides a unified 360-degree view to optimize and analyze client interactions for either sales, customer support, or call center organizations. Built on Amazon Web Services (AWS), 3CLogic provides both a pure or hybrid cloud solution while delivering market-leading security, scalability, system flexibility, and reliability across four continents to enterprise customers including Global 2000 and Fortune 500.