



Position: Sales Development Representative

3CLogic is seeking experienced Sales Development Representatives. The ideal candidates will have a proven track record in generating leads, setting meetings and effectively communicating with clients. These individuals will support a team of Account Executives from initial lead sourcing to generating meetings.

The Sales Development Representative is responsible for supporting sales and marketing efforts, by generating and qualifying leads to be passed to Account Executives. This is a full-time position based out of 3CLogic's Rockville, MD office.

We are growing quickly and are looking for interested candidates seeking to join a fast-paced company and industry! Is that you? If so, please send a copy of your resume and cover letter.

Location: Rockville Maryland (required)

Responsibilities

- Act as the first line of communication between prospects and our sales team.
- Gain a clear understanding of 3CLogic's offerings and the value we provide in order to educate potential clients.
- Prospect into companies to identify key roles, individuals and business needs.
- Utilize the Salesforce CRM to maintain prospect data and prioritize daily activity.
- Create and deliver qualified leads to Sales team.

Preferred Skills

- Ability to sell a SaaS-based offering (this is a technical position).
- Familiarity with the customer service industry (call/contact centers, customer support, helpdesks, etc.).
- High energy/confident/hunter mentality.
- Goal driven and coachable with a good work ethic.
- Professional and courteous phone presence.

- Excellent written and verbal skills.

Qualifications

- Bachelor's Degree preferred.
- 1-2 years of high-volume cold calling or lead generation experience.
- Strong interpersonal skills with professional and courteous phone demeanor.
- Proficient in Microsoft Office Suite, DiscoverOrg, Hubspot, and Salesforce CRM.

Our philosophy is to hire and retain employees dedicated to expanding the 3CLogic brand and attracting new customers using creative and innovative ideas and marketing outlets.

3CLogic, Inc. is an Equal Opportunity/Affirmative Action Employer committed to excellence through diversity. Employment offers are made on the basis of qualifications and without regard to race, sex, religion, national or ethnic origin, disability, age, veteran status, or sexual orientation.