



Sales Development Representative

SmartFlow Compliance Solutions is a leading cyber-security and software license compliance company focused on anti-piracy and license compliance solutions. We develop software technology that enables our customers to gather telemetry information and usage data and manage cases through a proprietary software-as-a-service (SaaS) portal.

A can-do self-managing approach towards solution development, problem solving, and continuous improvement is required. The successful candidate must be a strong team player and must have the ability to communicate and collaborate effectively in a geographically disperse working environment.

Job Title:	Sales Development Representative	Job Category:	Sales
Department/Group:	USA/ Sales	Job Code/ Req#:	Sales/2018.112
Location:	Home office and/or headquarters in Los Angeles, CA	Travel Required:	None for customers. Occasional planned company meetings
Level/Salary Range:	Entry level to 5 years of sales. Salary depends upon experience.	Position Type:	Full time. Salary plus activity bonus.
HR Contact:	Director of Talent Acquisition	Posting Date:	20-Aug-18
Training:	Yes, no sales experience required.	Posting Expires:	19-Oct-18
External Posting URL:	jobs@smartflowcompliance.com		

Applications Accepted

By:

Email:

Resume or CV in PDF format to:
jobs@smartflowcompliance.com

Mail:

SmartFlow Compliance Solutions
9645 Wilshire Blvd.
Suite 300
Beverly Hills, CA 90212-2612

Job Description:

Role and Responsibilities

Your goal is to get qualified meetings and appointments for our sales team:

- Connect with new clients and new logos (qualified new business hunter)
- Describe value of SmartFlow solution and why client should meet with SmartFlow (we will teach you this)
- Network with clients over the phone and email to build a credible relationship that will turn a cold call into a warm call
- Maintain customer relationship management (CRM) system: updating customer data after discussions, meetings, proposals, etc.
- Maintain a high level of new customer activity: (calls, connects, LinkedIn connections, meetings/appointments)
- Achieve daily/weekly targets for: (meetings & appointments)

Applicants selected for interviews will be required to:

- Role play an executive call to get an appointment

Qualifications and Education Requirements

- High school diploma
- BA or BS preferred
- Motivated self-starter with the maturity to excel in unsupervised environments

Required Skills

- Excellent oral and written skills
- Top notch networking
- Pleasant, energetic, professional demeanor that encourages customers to connect

Additional Notes

- Great opportunity to get in on the ground floor of a successful/growing company with upside career and earnings potential.
- Cash flow positive start-up with growth +75% y/y
- Must be currently authorized to work in the USA

Company Information:

SmartFlow was founded by a team of successful entrepreneurs with a track record of success in the software and license compliance industries.

SmartFlow provides equal employment opportunities to all employees and applicants without regard to race, color, religion, sex, gender, national origin, disability, protected veteran status, or any other characteristic protected by applicable laws, regulations, or ordinances.

Reviewed By:		Date:	
Approved By:		Date:	
Last Updated By:		Date/Time:	