



Sales Development Representative

About Us:

AkitaBox is a rapidly growing company of about 30 people, headquartered in downtown Madison, WI. We were founded in August of 2015 by a nuclear engineer, a building technology guru and a lifelong salesman who had a vision to advance the built environment to improve the lives of others. Our software-as-a-service product helps building managers and operators automate their manual maintenance processes, saving them time, money, and likely a few choice words. With our ridiculously easy to use software interface, phenomenal customer success and efficient implementation; our product is selling faster than a newly launched Tesla. If you're looking for a startup company that values transparency, empathy, personal AND professional growth, but still knows how to have some fun - we're the company for you. We're disrupting the world's largest market - the world you and we live in. Our team is expanding rapidly, and we want you to help us continue our growth.

What we'll do for you:

We practice the golden rule - we treat you as you want to be treated. We only hire people we trust (seriously it's written in our core values), so from day one, you'll be treated as an expert with valid opinions. You'll work with us, not for us. We want to help you achieve your goals, while you help us achieve ours. We have a relaxed and flexible small business work environment with tons of opportunity for growth and upward mobility. We've also got you covered with full health benefits, vacation, and paid holidays. In short, we let you be... well... You!

Who you are:

You have a passion for people, and are great at finding solutions to what they need. You can talk to people effortlessly and are adept forging instant connections. You're interested in sales because you like to win and enjoy healthy competition. You want to contribute to a company, find fulfillment in the work you're doing and see the results of your efforts in real time. You'll fit in here if you're hardworking, quick with a gif, know how to have a good chuckle and want to be part of an awesome team.

**What you'll do:**

As a Sales Development Rep, you'll develop and qualify sales leads with the goal of scheduling a demo. You'll become an AkitaBox product expert, capable of showing our clients the value of our software. This is an inside sales position, meaning you'll finesse your sales skills via phone and webinar, making 60 to 100 calls a day. You'll work closely with our VP of Sales & Marketing, Luke, who will train you on everything you'll need to know to hone your sales magic.

Your qualifications:

Only apply if you are a rockstar. You must have excellent verbal and written communication skills, and bring your natural curiosity and competitive spirit. We value a cultural fit above all, so you must be compatible with our fast paced (but fun!) environment, and be able to work independently. You don't need facility management or maintenance industry knowledge to do well here, but it is a plus! We require a HSED, GED or equivalent, but prefer an Associate's or Bachelor's degrees. CRM experience is also a plus.

How to apply:

If you like what you see here, please apply using the form on our Careers page. A real human (me, Clara Buenzow) will review your information and get back to you if we think you're a great fit.