



Use your passion for environmental sustainability and human health to sell sustainability and transparency at a fast-growing SaaS software startup.

Position

Sales Development Representative – Fort Collins, CO

Why You Matter

The Sales Development Representative is responsible for identifying and qualifying sales opportunities for toxnot's sales organization. This is accomplished through outbound calling and e-mailing. The Sales Development Representative qualifies and sets up initial presentations for the sales team. This is a unique opportunity to work in an early stage startup with an extremely approachable and knowledgeable senior management team. There is a clear path for career growth within toxnot for the right candidate that is willing to learn and work toward that goal.

What You'll Do

First three - six months

- Learn the toxnot products and messaging
- Learn the tools necessary to be successful: CRM, scripts, WebEx, product info
- Leverage any opportunity you can to learn the market and the business
- Consistently meet goals for Initial presentation setup

Six to eighteen months

- Continue to build on your core skills and product/Industry knowledge
- Know what it takes to meet or exceed your goals and maintain the momentum to do so
- Begin to expand your knowledge of Inside Sales duties and responsibilities
- Work with mentors to set goals for yourself to gain consideration for promotion

What You'll Bring

- Strong time management, organizational and decision-making skills
- A passion to change the way the world manages harmful chemicals
- Some Science or Environmental coursework preferred
- Prospecting and cold calling skills preferred
- Experience in lead generation in the high-tech software industry preferred
- Goal-oriented, passionate, high-energy professional

- Excellent oral and written communication skills
- Possess the drive to succeed and to participate in the growth of an exciting, fast-paced company

Benefits

- Competitive salary and bonus plan
- Full benefits
- Stock options
- Advancement opportunities only a fast-growing startup can offer
- Awesome Fort Collins location in a LEED Platinum Building with top notch espresso

Why toxnot?

At toxnot, you'll have the chance to make an impact on the products that surround us. toxnot provides chemicals management software to product manufacturers so that they can design safer products, get transparency from their supply chain and report on chemicals to their customers. We've been recognized with numerous awards and serve a variety of customers, including numerous global brands. This is an opportunity to drive change that matters in a fast-growing technology startup.

toxnot, Inc. is an EEO/AA employer. toxnot is an inclusive employer that believes in workplace equality, supports diversity, creates a welcoming environment, and respects the unique qualities each individual brings to the company.