

eVolve MEP- Sales Development Representative – Atlanta/Denver

Position Summary

The Sales Development Representative acts as a layer between marketing and sales – handling all first contact with new clients and building relationships through marketing activity – following up with prospects from events, campaigns, direct mail, email, etc. You will be working with some of the largest (AEC) Architectural, Engineering and Construction companies in North America. Our SaaS product set is revolutionizing the Pre-Fabrication market across multiple verticals. The goal of a Sales Development Representative is to take a lead or prospect from a marketing campaign, qualify the lead through opportunity discovery, set an appointment with a Subject Matter Expert, Sales VP, or other Company Executive, and assist with follow through until a quote is delivered. If you thrive in a team sales environment this is the role for you.

Company Background

eVolve (www.evolve MEP.com) has revolutionized the prefabrication workflow to dramatically accelerate the process of creating prefab deliverables to your business. We not only have developed a highly desirable platform to facilitate prefabrication, we also understand the unique needs and nuances within the MEP world. We offer a smooth transition from AutoCAD to Revit and our “just in time” environment reduces overhead while increasing productivity. Partnered with Applied Software (www.asti.com), one of the largest AEC, Construction, Fabrication and Manufacturing System integrators in North America, we have created a tremendous breakthrough solution to meet the demands of the MEP prefabrication market.

Responsibilities:

- Be able to hit the ground running and start contacting new prospects 20 days from start date
- Respond rapidly to inbound leads through email and phone
- Master the identification of target prospects at target companies using Google, LinkedIn, Salesforce.com and other prospecting technologies
- Conduct sales development best practices with email, phone, and social drips to connect with new prospects.
- Skillfully build interest and create opportunities with new prospects
- Coordinate demos on Subject Matter Executive’s calendar and log activities in CRM
- Exceed quota of 10+ qualified leads on second full-time month

Efficiently and gracefully counter top of the funnel objections, prospecting, cold calling, online, as well as have excellent interpersonal & technical skills.

Requirements:

- Two years minimum professional sales experience in a B2B environment

Proven track record of success selling B2B solutions
Proficient working with a CRM system to facilitate lead qualification and advancement of sales cycle
Bachelor's degree or equivalent experience
Intermediate to Advanced Word, Excel & PowerPoint skills
Background with Autodesk or CAD/CAM software is a plus

Personal Characteristics:

- Must be able to exemplify the Company's core values – Honesty, Accountability, Integrity, and Easy To Do Business With
- Sincere customer empathy
- Ability to speak with CEOs, VP's, Directors, and ask smart questions
- Phone, presentation skills, and strong interpersonal skills
- Experience selling technology and/or software
- Highly organized and strong time management skills
- Customer-focused and commitment to quality service (internally and externally)
- Entrepreneurial with a "roll-up-your-sleeves" attitude
- Energetic, dynamic, passionate, assertive and tenacious
- Motivated team player

Why Make the Move to eVolve?

eVolve and Applied Software are growing and thriving companies. They are headquartered in Atlanta with offices throughout the United States. The strength, ethics, and long-term staying power attract and retain top quality teammates that you will enjoy and grow from working with. This is a unique opportunity to work with people who are empathetic, curious, inquisitive, want to grow, are respectful communicators, and enjoy solving problems. The variety keeps the work interesting, challenging, and fun. It will also refine your skills and keep you on the forefront of technology which will result in increased job satisfaction, career growth, and value in the market.

Next Steps

We welcome your questions, nominations, and direct expressions of interest. For initial consideration please send a copy of your resume to the email address below. All inquiries will be handled confidentially. This will be an outstanding opportunity for the right person.

For inquiries on this position, email us at info@asti.com.