



## Sales Development Representative

Location: Bellingham, WA (onsite required post-COVID)

Direct Hire

### Job Summary:

The Sales Development Representative will be responsible for assisting the sales organization, increase sales through lead generation with new and existing businesses. The position will report to the VP of Sales.

### Tasks and Responsibilities:

- Develop new customer prospect lists
- Provide leads to Territory Sales Executives
- Increases new customer pipelines for sales team
- Develop existing customer prospect lists for new and existing product offerings
- Provide leads to Account Managers
- Increase existing customer pipelines for sales team.
- Meet/exceed monthly targets
- Track and manage all leads utilizing Salesforce CRM
- Create, build and maintain a proprietary database of key contacts and potential clients
- Calling prospects and reaching out to current customers to create interest in products and services and generate new business leads and arrange meetings

### Education and Experience:

- University or College degree or relevant computer applications experience.
- Knowledge of the principles and practices of sales
- Knowledge of customer service principles
- Proven experience in a sales role/cold-calling role
- Proven experience meeting/exceeding sales targets and metrics

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.