

Job Description – Sales Development Representative

We're looking for a Sales Development Representative (SDR) who will prospect and qualify potential customers for the Sales team, building trust and rapport that result in qualified opportunities. The Sales Development Representative is the first point of contact between prospective customers and Collobos and will be responsible for generating and qualifying new leads. The ideal candidate has a keen eye for determining potential opportunities for new business, and can rapidly qualify, convert, and assign those opportunities. This role will be a foundational part of a growing team that will build lead generation and sales processes.

What You'll Do:

- Prospect for new business, researching companies and individuals that meet criteria as ideal customers for Collobos.
- Develop ideal customer profiles for outbound prospecting
- Qualify inbound inquiries
- Build new methods for attracting clients
- Take initiative to help marketing convert their efforts into leads for the business development team
- Work to meet and exceed monthly goals defined to maximize deal flow with outbound emails, calls, setting up meetings, etc.
- Occasionally close new business opportunities

Skills & Knowledge You Should Possess:

- 1-3 years' experience in demand development, lead generation, or sales, ideally within SaaS businesses
- Outstanding phone, written, prospecting, sales, customer service, and interpersonal skills
- Experience with [Salesforce.com](https://www.salesforce.com) or other CRM software
- Ability to build relationships with potential customers, understand their technical environment and introduce new concepts to solve problems
- Ability to build relationships with internal stakeholders, fully understand technology platform capabilities, and Collobos' ability to solve customer needs
- Ability to multi-task and prioritize workload to maximize efficiency
- Demonstrated interest and/or experience in the IT support industry

About us:

Collobos is a small startup based in Eugene, Oregon that empowers IT support professionals across the world with innovative solutions. Our primary goal, which we are well on our way to achieving, is to eliminate the four most hated words in IT "I can't print...again." As an organization, we value great technology, hard work, perseverance, social justice and giving back.

Please send resume and references to:

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