

Sales – Sales Development Representative

Do you like the idea of mastering your email and phone communication skills to grow revenue pipeline at an early stage high growth technology company?

Are you ready to combine your passion, creativity, and work ethic to be a driving force of energy and growth on a young sales team?

Are you driven by a desire to win and are you willing to do the little things and push those around you to excel so we all win together?

Do you want to develop and refine sales and organizational skills while learning the inner workings of a B2B SaaS company as an integral part of an early stage revenue generating machine?

If this sounds like you, we've got your perfect job.

Role Overview and Responsibilities

You will play a large part in driving revenue growth in 2018. Account executives will rely on your excellent communication and organizational skills to drive appointments with qualified prospects. Your positivity, energy, and drive will fuel your success and result in significant growth of our revenue pipeline.

Your natural sales instincts will be refined and developed as you work closely with experienced sales management and account executives. Together, you will strategize creative outreach to engage IT technical and business leaders across the globe. Your aim is to overachieve and quickly develop into an experienced sales professional and, ultimately, an efficient, reliable closer in the IT SaaS B2B space.

Essential day-to-day activities include:

- Research, identify, and prospect IT and business leaders at Managed Service Providers (MSPs), Independent Software Vendors (ISVs), and Hosting Service Providers (HSPs)
- Respond immediately to and qualify inbound leads
- Leverage our existing leads database as well as your own resourcefulness to set appointments for account executives through extensive email and phone outreach
- Overachieve weekly, monthly, and quarterly KPI's focused on both outbound activities, high quality interactions, and closed business
- Weekly meetings with sales management and account executives on pipeline development and your own skills development

Why Should You Work With Us?

We're Conexlink, the creator of the SaaS platform, MyCloudIT (www.mycloudit.com). And we've simplified the way anyone can access applications and desktops, remotely, from any device or operating system, with a simple internet connection.

This video describes our process pretty well (<https://www.youtube.com/watch?v=Kiumq7tjppY>). And you can see some press about us here (<http://virtual-strategy.com/2016/06/10/interview-james-riley-ceo-mycloudit/>), and here (<https://www.dallasinnovates.com/mycloudit-changes-paradigm-computing/>)

You can see some of the impact we've had on our customers in this video case-study (<https://www.youtube.com/watch?v=sQb9CeAWk7c>), and this case-study here (<http://mycloudit.com/wp-content/uploads/2017/01/Case-Study-ERISA-Partner-ARA.pdf>).

Why our Mission Matters?

Our company started because we were frustrated by the cost and complexity of setting up our internal IT network. We realized we could automate the entire process in the cloud saving tons of money and providing flexibility for a mobile workforce. We solved the problem for ourselves and then realized how many other IT professionals share in that pain and how leveraging the cloud was the future of IT (no more servers!).

We on-boarded our first customer in Australia within a few days of putting up a Google AdWords campaign, and within in a few hours had their entire IT network built in the cloud. We've gone on to help over 150 customers globally, and are happy to say our first customer is still with us.

We believe the future of IT is in the cloud, the future of the workforce is mobile, and our company accelerates and simplifies getting everyone there.

Real Employee Testimonials

"No matter what your ranking, position, or tenure – everyone has a voice."

"Innovation is really at the heart of the company, you're not just putting in your 9-5, you're creating things that haven't ever been done before!"

"Diversity is at the very core of our culture – one where every employee can offer unique ideas and perspective to help solve problems and drive innovation."

"We have built a great team where we help and take care of each other, we are more like friends and family now."

"Company politics doesn't exist here."

You in? Awesome! Here are the details:

Location:

- Dallas, TX. Local or willing to relocate.

Type of Employment:

- Full-time only

What we are looking for:

We are an early-stage company poised for break-out growth over the next 6-24 months and are looking for a young professional driven by a desire to win, learn, and develop. Sales experience is a plus, but more important is that your prior experience in school, internships, and/or the professional world clearly

demonstrate that you are an intellectually curious, self-starter with passion and strong bias towards action. Someone that is flexible and excited by an entrepreneurial, fast-moving environment. At the end of the day, you are hungry to learn about building a business and eager to develop sales skills and expertise as you embark on your career journey.

Your Skills:

The ideal candidate has 0-2 years of professional experience with a demonstrated track record of organizational and communication skills and success in whatever you have done. Sales, IT, SaaS, and entrepreneurial experience are all a plus.

Required:

- Proven track record of success in highly competitive environments
- Outstanding communicator with a demonstrated strength in writing
- Strong analytical and organization skills with attention to detail
- Comfortable spending a majority of time on the phone
- Creative thinker, innovative and resourceful in both your ideas and methods, unafraid to take risks
- Intellectually curious and fast learner that can understand complex technical issues
- Self-starter and problem solver possessing a get-it-done mentality
- Obsessive about delivering results, winning and over-achieving
- Strong desire to learn and develop sales skills, specifically technology sales

Really nice to have:

- Sales experience
- Experience in the IT industry or in a B2B SaaS company
- Experience with Microsoft Dynamics 365

Your Salary:

- Compensation will be competitive based on experience and skill set
- Immediate access to healthcare, dental, and vision
- Option to participate in 401K and company matches up to 3%
- Stock options to be considered after 6-months

Required Education:

- Bachelor's Degree

Please submit your resume to: careers@conexlink.com

If you do not feel you meet the requirements for this job, that's OK! We totally appreciate your consideration, and we encourage you to apply for positions we will add in the future.

Lastly, we still want a chance to pay you; if you recommend someone and they get the job we will pay you a \$2,000 cash bonus. Feel free to share this job listing with friends and on social media.

THANK YOU!