



Sales Development Representative Job Description

Ecotrak is a facility management software company that connects their customer's finance, operations, and facility needs into one central software application. We empower our customers with useful data to make actionable business decisions. We pride ourselves on providing an excellent work environment that is positive, diverse, and growing.

Description:

We are looking for a driven Sales Development Rep (SDR) to join our team! If you have sales development experience and are looking to expand your career into a technology role, this could be a great opportunity.

The ideal candidate is an energetic self-starter with the ability to identify influencers and key decision makers within accounts. You will discover qualified opportunities by prospecting and responding to inbound interests.

Responsibilities:

- Prospect, educate & qualify leads to create sales-ready opportunities
- Drive top-of-the-funnel lead generation for account executives and sales managers
- Update and manage all sales activities, opportunities, and account information in CRM
- Consistently achieve monthly quota of qualified opportunities
- Master the ability to tell the Ecotrak story
- Align Ecotrak solutions with customer business objectives & needs
- Collaborate with sales reps to schedule prospect calls, meetings, and demos
- Make strategic outbound calls & emails daily

Requirements:

- At least 1 year of experience in business development/sales
- Proven success in prospecting new markets and establishing business relationships
- Personable, outgoing, and friendly with excellent active listening skills
- Excellent verbal and written communication skills
- Ability to multi-task, organize, and prioritize work



Nice to Haves:

- Bachelor's degree in business or a related field
- Experience in one or more of the following industries: restaurant, healthcare, or retail
- Experience in operations or facilities management
- Experience in a startup environment
- Familiarity with HubSpot CRM

Benefits:

- Supportive Work Culture
- Medical, Dental, Vision, Life, and 401(k) with match
- Tuition reimbursement
- Company Swag
- Opportunities for career growth
- More listed at [Ecotrak.com/careers](https://ecotrak.com/careers)

Salary: 50 – 60K Base with an OTE of 70 – 80k

Interested in applying for this role? Please email your resume to Jaclyn Pittman, Director of HR at jpittman@ecotrak.com.