Sales Development Representative

Dito is a leading provider of enterprise IT and cloud services partner, and we are looking for great people who are ready and eager to join our Sales Department as a Sales Development Representative (SDR). Though the position is remote with the ability to work from home, our teams work together closely with you playing an active role to drive profitability and success toward company objectives.

Job Description:
The Sales Development Representative (SDR) works closely with the Sales Teams(AE's/AM's) to meet departmental goals. An SDR is focused on lead generation, lead qualification, and qualified handoffs to our Sales team. In this role, you will be engaging in intro and exploratory conversations - both via email and by phone - with business and IT leaders at target accounts.

The core responsibility of an SDR is to create conversations, identify areas for our cloud solutions (i.e., Google Workspace, Google Cloud Platform, Google Maps Platform, etc.) and professional services (migration and deployments, application development, cloud engineering, etc.) through initial awareness and interest-generating conversations. The goal here is to "tee up" pre-qualified meetings and/or opportunities for our Account Executive and Cloud Engineering teams to carry forward and close the business.

Through a programmatic approach to daily outreach and follow-up, the SDR team plays a critically important role in identifying business opportunities, nurturing and qualifying leads into opportunities, driving demand, and filling the early stages of our sales pipeline.

What You'll Do:
- Targeted outbound demand generation
    - Execute on various outbound lead generation campaigns via email & calling
    - Engage and qualify responses
    - Schedule qualified meetings for Sales team
    - Help promote various events and follow-up to qualify registrations
    - Assist designated marketing-driven campaigns, including consistent campaign reporting
    - Achieve Key performance indicators.
    - Be a thought leader to create new strategies as the cloud industry evolves.
- Lead qualification and handoff process to Sales
    - Qualification of inbound leads (email, events, web forms, etc.)
    - Qualification of some partner referred leads
- Can handle closing smaller Accounts and Opportunities with deal size < $15k

- Maintain accurate records, logging interactions, and activities as you engage with prospects and customers
- Data cleanup, reporting, and analysis
- Be a team player and willing to wear multiple hats to support the needs of a dynamic, rapidly growing company

What you need to succeed:

- Write and communicate well across a variety of channels: written, phone, in-person, & online
- 1-3 years of outbound prospecting, sales, or business development experience
- Understanding of complex, enterprise sales cycles and solution selling tactics
- Proactive problem solver with the ability to translate business ideas into technical solutions
- Creative mindset that can identify solutions and adapt quickly to change
- Has a good understanding of cross-functional business relationships, with the ability to relate to and communicate at the senior management and executive level
- Experience with Hubspot and Salesforce is a big plus (or other sales & marketing automation platforms)
- Being an experienced user of G Suite/ Google Workspace is preferred
- Demonstrate a combination of being both organized and flexible
- The ability to build relationships with stakeholders

Travel

Occasional travel (<10%)

Benefits

- Group Insurance Plans
- Life and Disability Insurance Plans
- Health Saving Account
- 401(k) Plan
- Roth 401(k) Plan
- Employer Vested Match
- Employer Assistance Plan
- Paid Time Off
- Paid Holidays
- Volunteer Time Off
- Employee Referral

The job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee.

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