

Sales Development Representative

The Opportunity

Are you looking to become part of a high-energy team where you will play a role in building a successful venture that already has great traction? Do you have the ability to communicate with accuracy and understanding while keeping an eye on the goal?

As a Sales Development Representative (SDR) you join a company that is positioning itself for fast-paced growth, in a role vital to the sales team's overall success. If you see yourself as a passionate, entrepreneurial-minded individual, that thrives on growth in a sales role and is anxious to prove it, then this job is for you.

Based in our Lexington office, the SDR is responsible for new customer acquisition reporting to the Account Executive team. You will generate top of funnel demand including identifying lead sources, constructing lists, and other tasks related to outbound lead generation. You'll be able to work independently, gain an excellent understanding of our business, products, and people and know when to ask for support and assistance to achieve a better outcome. Working as a key member of the sales team, the SDR will be expected to document and manage their pipeline and forecast and communicate their performance. Success will be measured based on combined dollar and volume targets.

What You'll be Doing

Develop new business for AVAIL by targeting self-sourced prospect customers:

- Generate list of leads based on your own research of prospective clients and contacts, engage relevant prospects in conversations and arrange meetings with our Pre-Sales Consultants.
- Collaborate with marketing to drive new business through inbound demand generation.
- Follow up with prospects/leads and send them relevant information to assist the sales process.
- Arrange sales team meetings with detailed briefing notes.
- Use Salesforce.com to update leads and contacts with relevant information on prospect status as well as capture activities and tasks to provide organizational visibility.

About Us

AVAIL is quickly gaining recognition among architectural firms as the software of choice for managing Building Information Modeling (BIM) content. Spun-out of ArchVision, a provider of photo-realistic content, AVAIL leveraged its industry expertise to address the growing problem of digital asset management. Our unique solution is why industry leaders like Gensler, Dialog, Leo A Daly and WATG have adopted our Software-as-a-Service platform to help their teams create and manage successful architectural designs.

A small start-up with a high-tech beat, we foster a collaborative work environment, whereby each team member has a voice to shape policy, enabling us to make decisions with our customers' best interests in mind.

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- Attend weekly sales meetings to discuss your activities, campaigns, successes and any areas of resistance you have faced.
- Seek assistance to unlock deals and progress leads.
- Liaise with our marketing team to discuss any ideas you have for lead generation and cultivation and marketing collateral you require.
- Meet/exceed targets.
- Contribute to the development and execution of US lead generation programs in line with the marketing department, as follows:
 1. Drive event sign-ups, webinar sign-ups, guide downloads, intranet consultations, trials, and demos using LEP (LinkedIn, email, and phone).
 2. Collaborate with the marketing team to develop lead generation campaigns with effective call to actions.
 3. Use marketing tools such as Outreach, Hubspot, and Salesforce effectively to manage tasks and track your progress.
 4. Create and manage detailed sequences and workflows using Outreach and HubSpot.

The Skills You'll Need

- Bachelor's degree from an accredited University
- Dedicated, customer-first mindset with high emotional intelligence.
- Minimum of six months previous prospecting experience
- Salesforce.com experience a plus
- Excellent written and verbal communication skills
- Strong analytical skills
- Highly motivated, driven and self-starting individual
- A desire to grow and advance a career in sales

Benefits

Our team is well-treated with great benefits, including:

- Medical with HSA plan, and dental
- Flexible time away
- Employee stock purchase plans
- 401(k) plan with employer contribution
- And much more

How To Apply

We're moving quickly and anxious to get this position on board.

Email your cover letter and resume to jobs@getavail.com — and please include your last name and the job title (SDR) in your subject line.