Sales Development Rep (SDR)

About Iconixx:
Iconixx has been a leader in Sales & Incentive compensation software since 2000 for all major industries (Telco, Insurance, Retail, Financial, etc). Iconixx is revolutionizing the manual sales processes and XLS for teams of over 100 sales members. Iconixx software increases sales productivity by driving more profitable revenue, cutting costs and saving time while utilizing AI and cutting edge technology to empower large and diverse sales teams.

Job Location : Remote or Austin Texas

PREVIOUS SALES COMPENSATION SOFTWARE EXPERIENCE ONLY

We are seeking a full-time Sales Development Representative who has experience with generating net new sales pipeline in the Sales Performance Management, Incentive Compensation Management industry. Similar software company experience like Oracle, SAP, Xactly, CaptivateIQ and others. Applicants must be skilled in the entire sales development process, a self-starter with a strong and strategic work ethic, attention to detail, critical thinker, and a highly motivated team player. The SDR in this role is expected to generate new leads for their own outbound initiatives and schedule discovery calls with sales qualified leads for Iconixx Software's Sales Reps.

Qualifications:

- Previous sales development and lead qualifying experience with a proven record of success
- Sales development process knowledge: lead generation (cold calling), outbound digital discovery tools, target account targeting, software product pitches, persona/role based discovery meeting and demos
- Self-Driven & Highly Motivated
- Excellent written and oral communication skills
- Team player
- Organized and detail oriented
- Experience presenting over the phone and via the web
- Relationship building skills
- Previous consulting and software sales experience a plus

Responsibilities Include:

- Source new sales opportunities through outbound calling and targeted emails
- Capable of generating Target Prospects: LinkedIn, Google, ZoomInfo
- Run simultaneous prospect campaigns via: Email, Phone, & Social Media
- Qualify prospects with budget, need and discovery call setup
- Build strong relationships with partners and channels
- Work with internal SMEs and route qualified prospects to internal team members for strategic sales development

Benefits:

We get better work done for our clients when all our employees are paid well and have excellent benefits, including group health, dental, and life insurance, family leave, and a retirement plan. So that's the way we do it.Iconixx Software is committed to being an equal opportunity employer. Our focus is solving challenging problems, not where you came from or how you live your life. We are an E-Verify workplace.