Job Description

Location: **Atlanta, GA**
Timeframe: **Immediate**

Position: **Inside Sales Development Representative (Product Evangelist)**

Why Senegal Software is the Place for You
We are a diverse, tight-knit, fun, highly motivated, and professional team with one purpose in mind – to be the leader in the new Gig market! Our mission is to provide exceptional experiences to all of our employees and customers. www.senegalsoftware.com

Senegal is the first fully integrated, end-to-end event staffing management platform. We provide an easy-to-use, responsive platform that enables customers to manage all aspects of event staffing, management, execution, and payment in less time and with less frustration. Senegal takes care of the day-to-day, each day, and lets clients focus on what they love —building meaningful relationships and growing your company.

Our recent growth has provided an opening for a "Rock Star" Inside Sales Development Representative (Product Evangelist). Our environment is fast-paced and challenging but one that rewards character, teamwork, drive, and success. To be selected, you must demonstrate that you are comfortable, and have experience, making a high number of calls, working with channel partners, generating interest, qualifying prospects, setting up initial meetings, and closing deals.

Responsibilities

Day in the Life
As an Inside Sales Development Representative, a typical day would have you juggling between cold-calls, emails, coordinating demos, lead sourcing, and closing deals.

In order to be successful, you will:

- Make 50 – 60 outbound calls per day to prospective clients and schedule at least three new demos per week.
- You will also be responsible for finding and developing new sales-leads every day, using a variety of internal and external sources. The typical work day is from 8:30 to 5:00.

Our management team will provide you with the mentoring, coaching and development to make sure that you not just succeed but exceed all expectations. Our success process requires that you keep an open mind and be willing to accept guidance from management and adopt a new sales methodology. Since this is a hourly plus performance-based role, sales reps are measured and held accountable for meeting monthly productivity and sales quotas.

Qualifications

- **Money Motivated** – Remember, no cap on your earnings. How much you eventually earn is totally dependent on your individual performance.
- **Effective Communicator** – You are an excellent influencer and communicator. Professional, with a polished presence.
- **High Energy** – Ambitious, daring, high activity with a can-do attitude.
- **Initiative** – Willing to take action. Can run with little direction. Can make sound decisions under conditions of uncertainty.
- **Resilient** – You are a confident cold-caller and can overcome obstacles & persevere under stress to meet goals/deadlines.
- **Resourceful** – You are quick on your feet. Develop innovative solutions to problems.
- **Organized** – Can plan, track and measure activity; fine-tuning to be more productive.
- **Great Teammate** – You are self-motivated to do amazing work & value being part of a dynamic & hard-working team. You are known for your ability to collaborate and work well with others.
- **Thrive in fast paced environments** – Can multi-task and prioritize; have the ability to effectively manage time and workload. Set goals, meet expectations and deliver results.
- **Have strong business and technology acumen** – Become an authority at demonstrating Applicant Tracking Systems (ATS) to clients.
- **Strong communication skills** – Emails, phone, presentation, and interpersonal skills.

Here's why we think you should come work with us:

- You will become part of an amazing fast-paced culture with a supportive executive team and amazing teammates who get things done!
- You will gain invaluable experience with a high-growth organization.
- You will enjoy coming to work every day and making a difference.
- You will learn more about sales than you ever thought possible and become an expert in your field.

Senegal Software is an equal opportunity employer and we are committed to hiring a diverse workforce.

Job Type:	Full-time
On Target Earnings:	$20 per hour plus commissions
Experience:	Inside (phone) sales (Preferred)
Education:	College (Preferred) - Currently enrolled
Location:	Midtown, Atlanta