

## Sales Development Representative

frevvo is looking for a high energy and dynamic Sales Development Representative (SDR) to provide pre-sales support. This role will be responsible for servicing inbound sales and related inquiries with a focus on engaging and qualifying all prospective customers. This role is one of the first touch points for prospects and has the opportunity to set the tone for the sales cycle following.

This is an exceptional opportunity for individuals seeking to learn and grow while taking ownership of the direction that their career will take. SDRs not only fuel the pipelines of our Sales Executives but are also the primary candidates for promotion as we grow - significant opportunities await the right candidates.

At frevvo, we invest in your career development and work with each individual to help them become leading Sales, Customer Success, or Marketing professionals depending on their interests.

### Responsibilities

- Follow-up on inbound marketing leads and identify qualified opportunities providing appropriate levels of information at the right time for interested prospects.
- Be responsible for educating and developing prospects leading to hand-off to sales teams.
- Engage current users to expand awareness, educate, ask for referrals, identify new opportunities and develop account intelligence.
- Schedule appointments and demos for the sales team when a lead reaches a qualified stage.
- Nurture new marketing leads by educating and developing prospects until they are ready to speak with the sales team.
- Hold intelligent and engaging conversations over the phone and email
- Act as the subject matter expert on frevvo's product offerings/solution development skills.
- Help drive attendance for webinars and group training sessions.
- Collaborate with sales and marketing team members on strategic sales approaches.
- Ensure successful follow through of the sales cycle by maintaining accurate activity and lead qualification information in Salesforce.
- Contributes information to market strategy by monitoring competitive products.
- Performs other related duties as assigned.

### Skills and Experience

- Team player energetic, ready to learn, interested in advancing a career in sales.

- 0-2 years sales experience.
- Attention to detail, strong organizational skills and an absolute focus on quality of work.
- Ability to connect with people using telephone, email and online networking sites.
- Strong and professional communication skills -- written, verbal, presentation.
- Aptitude to manage numerous requests and time demands concurrently across a worldwide prospect base.
- Adept in computer skills and a deep understanding of email communications. You keep the inbox at zero.
- Experience with Salesforce, Google Docs etc. a plus.
- BA/BS degree or equivalent.

### Why we like working at frevvo

- Competitive Salary.
- Friendly, world-class, and collaborative team environment.
- Comprehensive benefits.
- Flexible schedule and 3 weeks of PTO in your first year at frevvo
- Retirement plan with company matching program.
- Remote work

frevvo is an Equal Opportunity Employer and does not discriminate on the basis of ethnicity, gender, sexual orientation, gender identity or expression, religion, disability, national origin, protected veteran status, age, or any other status protected by applicable national, federal, state, or local law.

We are committed to hiring individuals with a diversity of perspectives, backgrounds, and beliefs who can use their passion to help us build a world changing audience and thrive along the way.