

Job description – Sales Development Representative

Location – Newark, CA

Salary – \$16.00 + plus commission

The primary goal of the Sales Development Representative (SDR) is to increase the qualified pipeline of new opportunities, as well as, increase sales volume of the Ooma Office product and services. Ooma Office is a VoIP solution that allows small businesses to act and sound like a big business without increasing their costs. The SDR should be a self-starter with a track record of successful, credible lead follow-up and sales development experience at multiple executive levels within an organization. The role will be primarily working with small business owners across the country in a call center environment.

Essential Duties and Responsibilities:

- Utilize a consistent contact attempt process via phone and e-mail, nurture, qualify and sell prospects generated by marketing campaigns. The SDR will make a minimum of 100 outbound calls a day.
- Prospect, educate and qualify leads to create sales-ready opportunities.
- Successfully manage and overcome prospect objections.
- Follow the established pre-sales process and consistently use Salesforce.com to document prospect interaction ensuring efficient lead management.

Desired Skills and Experience:

- SMB sales experience preferred, specifically within telesales.
- Previous experience with Salesforce.com strongly preferred.
- Previous sales experience required, cold calling.
- Undergraduate degree, preferred.

Preferred Skills:

- Tenacity, discipline and focus.
- Good communications skills.
- Ability to operate independently in a fast-pace, high performing organization.
- Professional/business maturity, ability to work with small business owners

Interested applicants please email your resume to bl.drury@ooma.com