

Sales Development Representative

Status: Full-time (40 hours/week) | Pay Plan: Salary + Commission

Job Description

The Sales Development Representative (SDR) is a key member of our sales organization, responsible for growing our sales pipeline from new and existing customers to meet revenue goals. The Sales Development Representative (SDR) is tasked with identifying and generating sales opportunities through both inbound and outbound outreach activities. The right candidate will be one who works well under pressure, has excellent written and verbal communication skills, and easily initiates relaxed but informative conversations with prospects. The position requires someone who is organized, consistent/steady, and highly self-motivated. In a rapidly changing healthcare environment, the SDR must be able to quickly learn new policies and events that impact our prospects so they can speak intelligently about the subject and understand how to use the information to drive sales.

What You Will Do (Example):

- Diligently work to convert eligible leads into opportunities, demonstrating persistence and strategic thinking.
- Research and evaluate leads/prospects through web research and outreach.
- Meet or exceed quota of a minimum number of outreaches per day, ensuring a proactive and targeted approach in engaging leads/prospects.
- Meet or exceed quota of minimum lead to opportunity conversions.
- Create and execute sales campaigns to create new opportunities.
- Organize and prospect all curated lists, carry out targeted outreach campaigns and generate qualified leads for the sales team.
- Provide in depth information to the sales team to enable the most qualified and productive demos.
- Assist with the planning and execution of sales related conferences and events, contributing to the success of strategic initiatives.
- Research and be knowledgeable about upcoming legislation, quality improvement programs, etc. that may impact leads in order to drive sales.
- Work with marketing to identify content needs and market trends.
- Ensure lead records are accurate and up-to-date through proper documentation in Salesforce.

What You Will Bring To The Team:

- 2+ years of marketing, sales, or business development related healthcare sales experience
- 2+ years of Salesforce, or CRM equivalent, experience
- Demonstrated ability to coordinate sales functions including prospecting and lead generation
- Previous experience working in a small company start-up environment.
- Proficiency in project management and team communications integration/organization skills.
- Ability to self-manage and demonstrate self-direction and effective listening.
- Ability to build strong relationships
- Positive attitude and demonstrated ability to deal with rejection

About Us

Our mission at CODE Technology is to help medical professionals collect, use and love outcome data. We are Data Driven, we do the Right Thing, we Serve Humbly, and we Celebrate. You will partner with customers and stakeholders to revolutionize healthcare by giving the medical world the data they need to make healthcare better.

We know helping organizations love PROs is no easy feat, but we believe PROs can be scalable and even fun (yes, we said fun) when you take the burden of collecting the data out of the hands of internal staff. CODE uses technology with exceptional employees to achieve the highest completion rate in the industry. CODE is headquartered in Minnesota. www.codetechnology.com