

Sales Development Representative

Position located in Reston, VA

Join PeriscopeIQ and become part of a growing team of professionals providing industry leadership in the area of customer engagement solutions. PeriscopeIQ offers a competitive base salary, along with high performance incentives and generous benefits.

COMPANY DESCRIPTION

PeriscopeIQ, Inc. is an industry leading Customer and Employee Engagement Solutions company serving enterprises with national and global brands. The company provides fully-managed turnkey solutions that deliver actionable insights and superior business outcomes using scientific methodology. Utilizing an advanced omni-listening strategy, PeriscopeIQ gathers VOC feedback at every customer touch point and translates the data obtained from surveys (email, web, mobile, IVR, kiosk), social media, and call center interactions into an integrated 360-degree view of the customer landscape. PeriscopeIQ then applies the advanced analytics and reporting features of its proprietary platform to generate actionable business insights that drive revenue and profit growth. PeriscopeIQ has an impressive and expanding list of enterprise customers. Founded in 1999, PeriscopeIQ is a rapidly growing privately-held company. For more information, visit www.PeriscopeIQ.com.

JOB DESCRIPTION / RESPONSIBILITIES

We are looking for a highly-driven, enthusiastic person to join our Sales Development Representatives team. The ideal candidate to join our small telemarketing team is a keen, enthusiastic team player with a can-do attitude and strong work ethic as well as a mandatory sense of humor and tenacious approach.

The **primary job responsibility** will be to develop new business leads and make high-quality sales appointments for our Account Executives. Duties involve cold calling, making follow up calls, qualifying prospects generated through various outbound telemarketing campaigns, soliciting and confirming attendees to conferences and web seminars, appointment generation, and supporting inbound marketing inquiries. The candidate will provide regular feedback and input to Marketing and Sales Directors on the quality and accuracy of lead data and campaigns. The candidate will also be expected to proactively respond to requests from potential clients, and escalate relevant requests to Sales or other parts of the organization when appropriate.

QUALIFICATIONS

Required:

- A minimum of 1-2 years of experience in a B2B sales environment (telemarketing or related lead generation experience), ideally from within an IT (software) environment
- Experience with lead generation, qualification and the pipeline management process
- Excellent telephone manner
- Possess a tenacious and result-driven approach to sales, with strong business ethics and a focus on customer service and satisfaction
- Self-motivated individual with the ability to structure his/her own workload and effectively prioritize activities
- Strong communication and interpersonal skills
- Ability to interact with people at all levels of an organization, internally and externally
- Independent thinker with the ability to clearly articulate and implement ideas
- Quick, creative problem-solver

Highly Desirable:

- Experience working in a consultative/solution sales environment
- Experience with customer satisfaction and customer loyalty programs
- Experience with enterprise software/solutions
- Experience in market research, business analytics, CRM or marketing solutions

To apply, please send your resume and cover letter to Dr. Mohamed Latib at mlatib@periscopeiq.com.