



ClickDimensions Sales Development Representative role description (entry level sales/telesales/marketing)

Company Overview

ClickDimensions develops a hosted Marketing Automation Solution that includes Email Marketing, Web Tracking, Lead Scoring, Campaign Tracking, Web Forms/Surveys, Social Discovery and more. Our solution is 100% Software-as-a-Service running in 'the cloud' and built into the Microsoft Dynamics Customer Relationship Management (CRM) solution.

Role Overview and responsibilities

The ClickDimensions Sales Development Representative (SDR) is an entry-level sales/telesales/marketing role that will be responsible for working closely with ClickDimensions' Director of Sales and Chief Marketing Officer to generate revenue by developing opportunities for the ClickDimensions sales team. Duties of the SDR include:

- Making outbound calls to prospective ClickDimensions clients
- Giving high level solution overview presentations online
- Scheduling meetings between prospects and ClickDimensions sales people
- Researching leads from the ClickDimensions web site, following up with them and assigning them to the proper ClickDimensions sales person
- Discovering new leads through internet research and social media monitoring/commenting
- Supporting ClickDimensions marketing efforts by assisting in online, direct mail and other marketing campaigns
- Engaging with prospects via web chat on the ClickDimensions web site

Skills

The ClickDimensions Sales Development Representative (SDR) should possess the following skills:

- Excellent written and spoken English
- Proficiency with Microsoft Office and internet tools and research
- Proficiency with social media (LinkedIn, Twitter, Facebook, Google+)
- Energy and desire to make numerous (30+) phone calls daily
- Ability and aptitude to perform high level demonstrations of the ClickDimensions solution
- 'Hunter' mentality in seeking out new business
- Ability to build strong personal relationships with prospects, customers, partners and Microsoft employees
- Ability to communicate clearly and effectively in person, through email and via telephone

"Day in the Life"

On any given day the SDR may be making numerous outbound calls, monitoring LinkedIn group comments, sending out direct mail, researching/responding/assigning internet leads to the sales team and assisting the ClickDimensions marketing team with ad-hoc campaigns.

**Advancement Opportunities**

Individuals in the SDR role may advance to the Partner Account Manager (PAM) role. The PAM role is a sales role that sells the ClickDimensions solution through partners and directly to Microsoft CRM customers.

Location

SDR positions are available in the ClickDimensions offices in Dunwoody GA and Fargo, ND.

Compensation

The SDR role will be compensated on a mix of base salary and sales commission.

Contact

Interested candidates should send a resume and ClickDimensions-specific cover letter to sales@clickdimensions.com