



Sales Development Representative (SDR)

ExecVision is a well-funded, fast-growing SaaS startup looking to help companies take advantage of their greatest assets: their people and the conversations they are having.

As a SDR you will master skills necessary to understand your buyer, apply product capabilities to buyer needs, and begin your journey learning how to be an effective sales leader. This is an opportunity to collaborate with a talented team of Sales Executives while impacting not just sales, but marketing and product.

SDRs are instrumental to the growth of ExecVision. They serve as the pillar of future sales executives. We are looking to build a team of rock-star salespeople who are committed to ExecVision's growth.

Your mission:

- Identify and qualify leads
- Call prospective B2B customers and develop business relationships
- Identify customer need and qualify opportunities
- Manage and track all sales activities
- Provide product specific expertise
- Conduct product demos
- Support the sales organization with collateral creation & other revenue generating activities
- Remain up-to-date on new product, technology, and service offerings to align with customer needs
- Identify industry and functional buyer personas
- Assist in the on-going technical, sales education and development of the broader team
- Develop a combination of transactional & consultative sales aptitudes
- Become a quota carrying sales executive in 6-12 months

What you bring:

- Bachelor's degree from an accredited college or university
- 1-2 years of relevant experience
- The following qualities in spades – drive, intelligence, curiosity, resilience, coach-ability and attention to detail
- Excellent communication, writing and people skills
- A goal-oriented work ethic, committed to achieving performance objectives, individually and as part of your team



Why you want to be #1:

- With the expectation to be at a 10 person team by next March, you have the opportunity to set the mold and become the blueprint for future hires.
- Development path clearly defined and tied to KPIs to become a quota carrying Sales Executive
- Work with, and learn directly from the executive team. They've developed and run two of the most pioneering sales prospecting and training businesses in all of inside sales.
- You can help us disrupt the status quo, and redefine an industry. ExecVision is a game changing product which doesn't exist in the market right now. It's a need-to-have, not a nice-to-have.
- Unparalleled company culture and coworkers.

This is a full time position in our Arlington, VA office, located in the Rosslyn area, overlooking Georgetown (DC) and the Potomac waterfront. All full time employees are eligible for our exceptional benefits program, which includes 401k contributions, full health/dental vision coverage, five weeks of paid time off, as well as happy hours, sporting events, and other social and cultural outings.