

Sales Development Representative 2

Medina, Ohio – US

Education Level: **Bachelor's Degree (preferred, not required)**

Hours: **8 am – 5pm; Full Time**

Classification: **Non-Exempt**

Compensation: **Base Plus Commission**

ALICE Training Institute is looking to add talented and professional individuals to our team. We work with organizations across the United States, providing them with new safety and business opportunities.

Our drive to make a difference and continue to lead the evolution in active shooter response tactics is at the core of what makes our solutions so effective. At the ALICE Training Institute, we're always working to create new stories of improvement. From teachers and healthcare professionals to police and everyday citizens, our active shooter training classes, held across the nation, teach skills that improve your chances of survival anywhere you go in life.

Position Summary

The ALICE Training Institute is looking for a talented and competitive person that is seeking to advance their career and whom thrives in a positive, fast-paced, rapidly evolving corporate environment. You will play that key role in achieving our ambitious customer acquisition and revenue growth objectives. As an SDR 2, you will be responsible for scheduling and managing future hosted events, forecasting sales trajectories, generating a quantity of quality leads, qualifying and nurturing the potential prospects, familiarizing them with ALICE, engaging in the sales cycle, distributing prospects among various account executives, and ultimately integrating them with our CRM to adopt accounts, future leads, contacts, and opportunities.

Essential Job Functions

- Stay abreast of market trends and relevant industry news in the active shooter space
- Daily integration with CRM to adopt accounts, leads, contacts, and opportunities according to sales department's best practices, policies, and procedures
- Achieve monthly quotas
- Conduct a large volume of outbound calls (100+ daily) to customers and prospects to gather information and initiate the first step in identifying those interested parties in learning more about the company's products and services
- Manage event registration
- Maintain communication with event hosts. Coordinate and liaise with event hosts to ensure our hosted events are successful, and all facility requirements are met
- Report statuses on current events – reporting weekly, monthly, and final status for events
- Analyze the event's success and prepare reports
- Field questions from internal event coordinators

- Maintain and improve quality results by following standards; recommending improved policies and procedures
- Accomplish department and organizational goals
- Outside travel is not required in this position
- General upkeep on inbound web leads and assigning them to the appropriate account executive
- Support marketing efforts by assisting in online, direct mail, and other marketing campaign follow-up
- Keep management informed of all activity, including timely preparation of reports

Qualifications

- 2+ years of customer service experience using the phone and email
- 1+ years minimum of lead generation experience
- Passion for finding and identifying those who “want to learn more”
- Ability to develop strong rapport over the phone; exhibit excellent interpersonal skills and service abilities
- Results-driven, self-starter, persistent, highly motivated to increase earnings despite rejection
- Excellent verbal and written (email) communications skills
- Proficient with Gmail, Outlook, and Microsoft Office
- Self-motivated, responsible, accountable, strong work ethic, ability to put in the extra hours
- Dynamic telephone presence
- Ability to work effectively in a fast-paced and rapidly evolving corporate sales environment
- Drive, motivation, and competitive spirit
- CRM experience required; previous experience with Salesforce a plus
- Experience with startups a plus
- High school or equivalent required
- Must be legally authorized to work in the United States without sponsorship

*****Duties, responsibilities and activities may change at any time with or without notice*****

How to Apply

To be considered for this position, please submit your resume, cover letter, and salary requirements via email only to recruitment@alicetraining.com.