



Job Description: Sales Development Representative

Who we are

At 3CLogic, we are big believers that our people are the most important asset we have and that winning is a team sport.

3CLogic is a fast growing, ventured-backed, SaaS “startup” with our headquarters in Rockville, Maryland. Some of our roles are local to the main office and others are remote, but we have talented individuals working from everywhere as we continue to build our safety-first hybrid remote and in-person culture, and we care more about what you might bring to our team and where you want to go in your career than where you are located.

We realize you've very likely read tons of job descriptions that look a whole lot like this one. But what we can't put in words is why we would love to hear from you. You've heard the term "living in the gray area," right? Well, a great fit for 3CLogic is someone who wants to live in technicolor. There's never a gray moment here! We are all entrepreneurs at heart, who believe that when you bring your full self to work, the possibilities are infinite.

If your interest is piqued, let's chat! We'd love to show you, rather than tell you, what makes us special, and find a place in our organization where you can thrive.

What we do

Ever call a company or organization for help and wait on hold forever only to get to a person who can't help you? Well we are the ones that fix that!

3CLogic is a global provider of voice and SaaS solutions to enterprise and Global 2000 organizations worldwide. Organizations like healthcare companies, manufacturing firms, retail behemoths, and leading software firms leverage our technology and services every day to increase the quality of service to their customers, improve the performance of the agents serving them, and optimize how easy it is to manage it all. We make calling for help a positive experience for everyone!

A strategic ServiceNow partner, 3CLogic is paving the way for organizations to digitally transform customer and employee experiences, voice-enabled self-service, remote work, and the application of Artificial Intelligence to drive better customer outcomes.

We are growing quickly and are looking for energetic candidates seeking to join a fast-paced company and market!. Is that you? If so, please send a copy of your resume and cover letter.

Who we are seeking

We're growing fast, and searching for a dynamic, ambitious and talented Sales Development Representative (SDR) to join our team. This role is a critical member of the 3CLogic sales team, and great for someone who wants to learn the business, help us craft a scalable sales process, and prepare for an inside sales (Account Executive) role at 3CLogic.

In this role, you'll be driving top of funnel sales, and we will support your career growth by offering lots of training and development along the way. After all, your success is our success.

If you're someone who loves the hunt and is looking for a high octane career in sales, then this is the role for you... read on!



Location

Rockville (Maryland) or remote.

In this job you will

- Manage Leads - Help identify and develop lists of new prospects in both existing and emerging markets, as well as pre-qualify all leads by determining organizational fit, budget level, authority, need and timeline. You will also use HubSpot, Salesforce and a sales engagement platform to identify opportunities and manage your day.
- Set Meetings - In partnership with marketing, you will follow up with those contacts that have submitted inbound lead forms, engaged with outbound email efforts, or webinars to set qualified meetings for Account Executives. You will have a monthly, quarterly and annual goal for meetings as well as quality expectation.
- Communicate value - Become a product expert. Learn our product inside and out and be able to articulate (verbally or written) the features, benefits and most importantly the value to your prospects.
- Refine process - Measure performance, determine what's working and what isn't, and help to refine our sales process. You will provide feedback to the sales team and marketing team to help ensure we're reaching the right people at the right organizations. You'll also work closely with the Account Executives to improve processes and quality of meetings.

You're a strong fit for this role if you bring

- Preferred 1+ years experience in client facing role, which may include: hospitality, retail sales, cold calling, and/or appointment setting role
- Ability to make 40+ outbound touch points daily, including calls, targeted emails, and social media outreach (ie: LinkedIn) on a daily basis
- Ideally, experience in developing and nurturing your own sales opportunities
- Strong communication skills, both written and verbal, and the ability to build relationships with prospects
- Ability to identify prospect needs and pain points and properly position the value of the 3CLogic platform (we'll train you on our value, of course!)
- An obsession with hitting goals and seeing results - whatever it takes!
- Superior organizational skills
- Ability to put together a plan, follow through on the plan and assess how to improve
- Adaptability, and an eagerness to thrive in a fast-paced, dynamic, very high activity sales role
- Ability to juggle competing priorities effectively and efficiently
- Like people and get along with others.

Skills we love but can also teach you

- Experience utilizing CRM (ideally Salesforce Lightning), HubSpot, Zoominfo, and Marketing Automation Systems
- Experience in SaaS or the enterprise space
- Interest in developing or growing a career at 3CLogic.

Important to Note

- Are you second guessing applying to this job? Ask yourself this:
 - Do I work hard?
 - Am I internally motivated?
 - Will I do whatever it takes to get my job done?
 - Do I want to work with a fast-paced and growing company?
 - Am I organized?



- Have I crushed it at a customer/client facing role? (Yes, this could mean at a restaurant, a hair salon, a brick and mortar store)

.....stop doubting yourself! **Let's talk!**

3CLogic, Inc. is an Equal Opportunity/Affirmative Action Employer committed to excellence through diversity. Employment offers are made on the basis of qualifications and without regard to race, sex, religion, national or ethnic origin, disability, age, veteran status, or sexual orientation.