



Sales Development Representative (SDR)

XOi seeks a Sales Development Representative (SDR) to join our sales team. Our SDRs research prospective customers, create outreach strategies, and identify sales opportunities. As a SDR, you will conduct exploratory conversations with potential customers, use your business acumen to identify how XOi could help a business grow, and successfully position the XOi value proposition.

This position offers a base salary and uncapped commission. XOi employees who demonstrate high performance and commitment will have the opportunity for career development and advancement within sales.

In this role, you'll get to:

- Work closely and collaboratively with Sales Representatives to develop and implement appropriate prospecting strategies
- Conduct high volume prospecting (60-100 activities per day) to qualify leads through calls, emails, and social media
- Schedule marketing assessments and discovery meetings for Sales Representatives to further assess a prospect's business and potential for partnership with XOi
- Conduct needs qualification calls with specific prospects as assigned
- Help small and mid-sized companies realize the potential of digital marketing
- Set yourself up for a successful career by learning the necessary fundamentals to be a great salesperson, leader, and executive
- Get a mini-MBA! You'll learn how a variety of businesses operate, what challenges they face on a daily basis, and how technology can dramatically improve their businesses and employees' lives

We're looking for people who have:

- A track record of high achievement
- Excellent written and verbal communication skills
- The ability and desire to work in a fast-paced, challenging environment with peers who challenge you to be better
- The desire to meet and exceed measurable performance goals
- Are naturally curious and passionate
- A keenly developed competitive nature
- A "one-speed" energy with a highly self-driven sense of motivation
- At least (1) year of sales/sales development experience
- You embody our Core Values: GWC Attitude- (Get it, Want it, Capacity to Do it) We are hungry craftspeople. We have grit. We are honest. We take ownership. We have each other's back no matter what. We're one with our customers. We find strength in diversity and inclusion.
- Have the ability to think on your feet in a conversation and answer unexpected questions with ease
- Demonstrate empathy for customers struggles and challenges
- Resilient in the face of objections
- You are good at finding ways to motivate yourself and your teammates. Camaraderie and Team Spirit is the name of the game around here
- Highly organized and able to adapt to changing priorities

Experience using some/all of these platforms for your outreach is preferred but not required:

- **Emails:** Gmail & Outreach
- **Calls:** Aircall
- **CRM:** Salesforce
- **Video for Emails:** Vidyard
- **Video Conferencing:** Zoom