



XOi is seeking an Enterprise Sales Development Representative. In this role you will be responsible for driving revenue pipeline through outbound prospecting, attending trade shows and selling to marketing sourced leads. Developing customer relationships and networking within the industry will be a critical part of your role. Unlike most SDR gigs, after a 60-day ramp, you will also be empowered to close your own deals from start to finish. You'll be the front line of the XOi's sales team and drive awareness and interest in our product. You'll also work closely with the leadership team to help further refine the sales strategy.

The ideal candidate will have an entrepreneur mindset and understands the importance of hardwork and dedication to the team. This position will be based out of our Nashville office, and unfortunately, we are not open to remote candidates at this time. Please find responsibilities, requirements and what we have to offer below. If interested, please send resumes to Christian Anderson at canderson@xoi.io.

RESPONSIBILITIES

- Manage a high volume of outbound cold calls and emails to targeted leads
- Provide exceptional customer service to inbound inquiries
- Participating in client onsite demos / meetings
- Meet and exceed monthly and quarterly individual goals
- Attend trade shows and articulate the value of XOi to attendees
- Keep meticulous records of interactions with leads in our CRM
- Coordinate with sales and marketing teams to iterate on strategy and optimize deal flow

REQUIREMENTS

- A winning track record - Top sales performers, scholastic excellence, competitive sports, competitive hobbies, etc. You name it and we want to hear more about what you have achieved.
- Intrinsic drive to be successful: Work hard to deliver value to our prospects and customers and most importantly take ownership to be successful in the role.
- Team-oriented, collaborative nature: Learn from and share best practices to make the entire organization better.
- Genuine curiosity about people and business, with excellent listening skills.
- Detail oriented: organized mindset with an ability to manage time effectively.
- Adaptable and fluid-thinking: Must thrive in new situations where you can think on your feet mid-pitch to drive conversation towards the sale.
- A competitive nature. A positive attitude and desire to win are a must.
- Coachable, able to implement feedback and dedicated to continuous self improvement.
- Excellent written and verbal communication skills.

WE OFFER

- Competitive salary and benefits
- Team happy hours, social events, and outings
- Convenient location in Marathon Music Works
- An opportunity to fast track your sales career with a clear path to Account Executive