

Sales Development Representative

Why Join IntelliChief?

What makes IntelliChief a GREAT fit for YOU? Are you looking for the “start-up” feel in a well-established and rapidly growing company? Do you want to join a market leader known for outstanding support, implementation and product? Do you want to be part of a company whose business strategy is to delight its clients – and who accomplishes that by hiring only the best, highly motivated and enthusiastic individuals to join our Team?

IntelliChief is an industry-leading provider of Electronic Content Management (ECM) software solutions for automating workflows for accounts payable, sales orders and other mission critical business processes.

We dedicate ourselves to being socially conscious, good corporate citizens, and attribute the company’s success and growth to the technical expertise, loyalty and dedication of our employees. We seek an experienced and enthusiastic team members for our **Tampa, FL** office to help us reach a greater level of growth. We offer a diverse and open working environment, fostering a creative and dynamic company culture where highly motivated and intelligent team members can excel.

About the Role

As a result of growth, we are seeking Sales Development Representatives who will drive interest in our product. You’ll need to be able to learn our product, understand the demographics of our markets, and think creatively about strategies for reaching prospects. Successful candidates will communicate effectively with C-Level executives - articulating our value proposition, our ability to generate ROI and increase efficiency while decreasing cost.

What You’ll Do

- Build sales pipeline using social selling, and cold calling methodologies.
- Call on prospects to generate demand, qualify, and produce quality leads for the field sales team.
- Follow up over the phone and by email with all assigned prospects to determine interest based on web visits, download activity, demo requests, webinars, trade shows and other coordinated marketing and sales campaigns as directed by sales management.
- Consistently maintain account, contact, activity and opportunity information in Salesforce.com as well as attain productivity metrics, including calls per day, meetings set, and sales qualified leads.
- Collaborate with Marketing on Lead Generation campaigns and Audience Recruiting efforts.
- Extensive training will be provided from day one to help you become an expert on our product so you can be successful in your new role.

About You

- You have a Bachelor’s Degree and have a proven track record 2 years of sales experience, with an emphasis on inside sales/lead generation in software or similar industry, to be considered for this position.



- You take the initiative to learn new things, achieve results and attain defined goals.
- You are able to thoroughly understand and articulate the features and benefits of our solutions.
- You have the ability to not only gain in-depth knowledge of our products and services, but also stay on top of industry trends and identify the key players in our market.
- You are a strong communicator, highly organized and able to schedule appointments, handle objections, prepare written communications, and perform a variety of follow-up activities as necessary.
- You have excellent phone and email campaign management skills.
- Most of all, you are a self-starting hunter who is driven to succeed, thriving on the thrill of winning, ready to champion our solutions to the benefit of our customers while preparing yourself for the opportunity to join our field sales force.
- We provide a thorough and extensive training program to ensure you become highly knowledgeable expert capable of excelling in this role and in your sales career. This
- This position is based in our Tampa, FL office and is not eligible for tele-commuting

About Compensation and Benefits

We offer a competitive salary, uncapped commissions and career advancement. We also offer a generous benefits package that includes health, dental, vision, short and long-term disability, paid time off, paid-volunteer day to participate in the charity/organization of your choice, social events, and matching 401(k), as well as additional learning opportunities to advance your career and role.

Next Steps

To apply: please send your cover letter and resume to recruit@intellichief.com



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