

Job Description

Job Title:	Senior Sales Development Representative
Reports to:	CMO
Job Type:	Permanent
Location:	US - Remote

About CloudSphere

CloudSphere's flagship Cloud Management Platform enables enterprises and cloud service providers to simplify and optimize cloud migration, management, and governance. Our multi-cloud solutions use a unique application centric approach to allow users to see beyond individual cloud resources and manage applications in the cloud.

We are offering candidates an opportunity to join our company, make an impact and be a part of our future success. As a growing company, CloudSphere is an exciting and vibrant place to work and supports employee's ability to develop their skills and careers in a flexible working environment. We offer a wide range of benefits and a competitive salary.

About the role

The SDR will work with the sales team to qualify leads and arrange for Account Executive, Sales Engineers, and other players to be involved in the meeting(s) with qualified leads. This person will be the first contact with CloudSphere. The SDR efforts include both inbound response and qualification, as well as outbound prospecting into ideal customer profiles at target accounts.

We are looking for a team player with a structured approach to lead follow up and qualification. The SDR manager will partner with our Sales Engineers and Account Executives on use case and ideal customer profile targeting. This individual will also interact extensively with the Marketing team to give feedback on product messaging, positioning, and campaign efforts as part of a continuous improvement cycle.

Key Responsibilities

- Bring highly qualified leads to the organizations.
- Refine the sales presentation and process to achieve optimum results.
- Establish metrics and help the team improve by understanding their performance
- Manage inbound lead flow and track efficiency of sales and marketing programs
- Help create a fun, high energy environment where people enjoy their work
- Work closely with Marketing leadership to ensure success of online marketing campaigns
- Support the company's top-level goals by building a repeatable process to scale our GTM
- Development of strategic business plans for territory on quarterly basis.
- Drive sales success with the sales team.

Skills and Experience

The role would suit somebody with the following experience:

- Self-starter
- 5+ years of B2B sales development management experience
- Practical knowledge of the cloud and security market landscape
- Experience selling into the MSP or Enterprise market strongly preferred
- Familiarity with CRM tools such as Hubspot and Salesforce.com
- Excellent written and spoken English
- Experience qualifying complex sales

To Apply:

Applications will be accepted until the position is filled. Please email your resume to careers@cloudsphere.com, include a cover letter, and use the position title in the subject line of your email. Only candidates considered for an interview will be contacted. Thank you for your interest in this position, we look forward to hearing from you!