



Type: Full Time

Department: Sales

Role: Account Development Representation (ADR)

Scale Computing:

Scale Computing is seeking an Account Development Representative to book qualified meetings for our broader sales team. The main function of this role entails calling SALs (Sales Assigned Leads), qualifying the prospect and ultimately converting the lead to an opportunity. This is an entry to mid-level position with an assigned an annual quota (broken out quarterly).

Beyond this role, we are looking for someone to grow within the Sales organization, with a clear promotional track in place for motivated candidates. Ideally, the candidate will onboard as an ADR, succeed in the role, and be promoted to a Regional Sales Associate (RSA). This is a great opportunity for the right individual to join a fast-growing (and fast paced) organization and advance their career. Scale Computing is poised for exceptional growth, and we are looking for the best people to help facilitate it. If this describes you, and you are excited about embracing change and aggressive development, then we are looking forward to meeting you.

Primary Responsibilities:

Complete designated activity cadences for both inbound and outbound prospecting:

- Connect with all prospects using industry best practices across email, phone, chat and social channels
- Engage existing prospects (Sales Assigned Leads – SALs) through Marketing led inbound campaigns
- Foster new relationships with prospects (Sales Qualified Leads – SQLs) through Sales led outbound campaigns
- Create and measure additional cadences to improve conversion and other key metrics
- Manage day to day productivity to deliver RESULTS:
- Weekly reporting to Inside Sales Manager
- Log all activities within CRM meticulously
- Daily/weekly/quarterly metrics measured to achieve quarterly sales goals. Metrics include (but are not limited to):
- Calls logged/total talk time/voicemails left
- Meetings booked
- Meetings converted to sales opportunities
- Pipeline generation
- Closed won pipeline (revenue generation)

- Coordinate all meetings between qualified prospects and Scale Computing regional sales teams
- Obtain a strong level of proficiency within Salesforce CRM
- Obtain a strong level of proficiency within prospecting toolset (Salesvue, ZoomInfo, etc.)
- Obtain an in-depth knowledge of Scale Computing and its product mix, technology stack, and overall selling standards
- Obtain an in-depth understanding of the industry and specific markets that Scale Computing serves, its customer profiles, and competitive set

Requirements:

- Bachelor's or Associate's degree required or equivalent specific experience in a sales or inside sales role
- Minimum 1 year of experience in an inside sales (ADR/BDR/SDR) role accompanied by a proven track record of meeting and/or exceeding sales goals
- DRIVE to meet and exceed all activity goals (must be results driven)
- Be a self-starter who is resourceful, learns fast, determined to overcome objections (low fear of rejection) and is ready to begin contacting prospects within two weeks of a start date
- Experience with Salesforce CRM preferred (Salesvue Engagement Platform a plus)
- Able to work independently and strong time management skills
- Candidate is preferred to reside within Indianapolis and surrounding areas