



Sales Development Representative Mortgage Industry

Mortgage Coach is looking for a motivated and talented Sales Development Representative to join our growing team. Your primary responsibility is to help create and turn leads into qualified opportunities. By working with marketing, partnerships, industry sources, our sales team, and through your own research you will create and execute outbound lead generation campaigns. This position requires heavy outbound phone calling, qualification, consultative selling skills and tight collaboration with the National Account Directors (NADs) to generate new opportunities. The SDR will be expected to report on qualification and call activity and stay thoroughly informed on all products and the [redacted] industry in general.

This is not a silo position. We want a collaborative and energetic individual that can contribute to the sales and marketing teams, work in a dynamic environment, deliver messaging and product feedback back into the marketing and product organization and work proactively to drive overall sales performance.

Responsibilities

- Develop opportunities for the sales team from prospecting and marketing generated leads
- Interact with prospects via telephone and email with a high attention to detail
- Consistently achieve qualified opportunity quotas to ensure territory revenue objectives
- Develop and execute on a strong prospecting plan of attack, including email and call scripts
- Track all relevant qualification and lead management activity using Salesforce.com
- Quickly learn the [redacted] product, effectively communicate the value proposition and be able to react to objections and competitive questions
- Research accounts, identify key players, generate interest and develop accounts to stimulate opportunities
- Disseminate opportunities to appropriate AE, educating rep as necessary about the opportunity

Key Requirements

- 2-3 years of proven excellence in business development, inside sales and/or sales
- Experience in the mortgage industry is strongly desired
- Experience using Salesforce.com, HubSpot, or comparable CRM strongly desired
- Experience using LinkedIn and supporting LinkedIn tools would be a strong plus
- Experience in the call center outbound sales.
- Strong understanding of SDR and lead development best practices and procedures
- Proven ability to perform successfully given low oversight and limited process
- 100% reliable and detail oriented. A drive to execute flawlessly.
- Positive can-do attitude and tireless work ethic. Driven and self-sufficient.
- Must live and breathe the Mortgage Coach mission with broad responsibilities, crazy busy, dynamic environment, lots of responsibility and lots of fun