

Sales Development Representative (SDR)

Job Description

The Solutions Team at Tangent is looking for innovative minds who want to lend their unique ideas to a stable and growing team. Our small team is motivated and looking to grow with people who want to be heard and have an impact. If you are looking for your first sales position, know you are a hunter who won't stop until you've exceeded your goals, and have been referred to as a self-starter, this position is probably a good fit.

You will be based in Oakland, CA. As the Sales Development Representative you will be responsible for developing a system to generate new business through cold prospecting, responding to and qualifying inbound leads, and should be a self-motivated problem solver. Learn more about Tangent [here](#).

What you'll be doing:

- Develop a system for finding new leads
- Set meetings for Account Executives
- Manage and develop pipeline of new leads
- Research key players to drive new business
- Partner with Account Managers to strategize your approach

Requirements:

- Bachelor's degree
- Self-starter
- Highly competitive nature
- Open to honest feedback, coachable, with the urge to learn and improve
- High energy
- Hungry, eager to learn
- Strong problem-solving and communication skills
- Can handle rejection

<http://tangentsolutions.io/about/>

Job Type: Full-time

Salary: \$45,000.00 to \$70,000.00 /year

Send your resume and 150 words describing why you are a good fit to hannahs@tangent.com