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## **Job Description**

### SALES DEVELOPMENT REPRESENTATIVE

Location: Greenville, SC

*Full-time position*

#### **WHY ADVOCO**

It all started with a dream 18 years ago. Since inception in 2002, our vision to earn the title of Trusted Advisor has never been more evident. Advoco's group of individuals, who each possess contagious enthusiasm, makes up a team that strives daily to do something awesome. And we want you to be a part of that team too.

#### **ABOUT ADVOCO**

Advoco is a leading management and consulting services company passionate about helping clients transform their organizations by deploying Infor's EAM solution to improve their assets' performance. As the largest Infor EAM consulting and services company in North America, with offices in Berkeley, CA, Greenville, SC, and Syracuse, NY, Advoco is reaching every corner of the EAM market making a difference for our clients every day. Founded in 2002, Advoco has continued to be a premiere resource for anything Infor EAM and leverages our domain expertise in maintenance improvement, configuration, implementation, web service know-how, integration, report development and on-going support.

#### **THE WORK**

The first step will be to get trained on the basics of the company, Infor EAM platform, and business development strategy and vision. The second step will be Customer Oriented Sales training. We will teach the Sales Development Representative the situational factors to look for in a call with a prospect as well as teach how to identify financial drivers for why a prospect or client will buy. . Sales Development Representative will be responsible for reading the book Challenger Sale and report to the sales and marketing team on what they learned and how it will help them in the selling process.

The primary focus for this position is contributing to the lead generation and presales process. This job requires a driven, passionate person with great communication and relationship building skills.

#### **Here are some of the responsibilities for this role:**

- Calling prospect and customers, having meaningful conversations to learn about who they are and what is driving their business needs. The goal is to generate tangible leads for our business development team.
- Make multiple phone calls each week to new contacts and prospective customers
- Building relationships with our current customer base to assist with the post implementation renewal process and add-on work consulting work.
- Support sales initiatives, participating in weekly planning and strategy meetings.
- Commitment to continuing growth and education. Leaders are readers in our company.

#### **THE PERSON**

- Affinity for talking with people and fostering new relationships
- Fearless mindset to pick up the phone and work through call lists
- Driven, hardworking
- Detailed oriented
- Committed to achieving weekly and monthly call targets and goals

- Ability to overcome objections from potential customers

## **THE SKILLS**

- Excellent interpersonal, written, and verbal communication skills to create and maintain long-lasting client relationships
- Organizational skills to maintain and distribute leads to appropriate teammates

## **THE EXPERIENCE**

- Excellent knowledge of PC environments particularly MS Office

Job Type: Full-time

Hourly: \$18-22/hour depending upon experience

## **WHY TOP TALENT JOINS OUR TEAM**

### **Professional Growth:**

- Rapid Expansion: Doubling in size in the past 3 years with a consistent growth pattern, Advoco provides substantial opportunity for you to grow with the company.
- Work with Fortune 1000 companies: Contribute to the Infor EAM success of numerous enterprise organizations.
- Award winning: Receiving high recognition in the EAM industry, Advoco is a team of innovative, hardworking, and proficient professionals.
- Career growth: In business or technical tracks, you will learn from our dynamic workplace with mentorship from a strong leadership team and knowledgeable colleagues.

### **Atmosphere & Perks:**

- Greater than yourself: As an active member of the community, we at Advoco enjoy giving back.
- Culture: In addition to an environment that facilitates personal growth, we more importantly encourage a culture that is **fun** including fitness challenges, winemaking, philanthropy efforts, happy hours, and our infamous annual Christmas party (planning to have it in Caribbean this year!). Advoco was named SC's #1 Best Place to Work in 2017!
- Flexibility: Sometimes life gets in the way; at Advoco we accommodate for life's unexpected challenges.
- Family: At Advoco, we consider each other family. We support one another in and out of the work place. Whether you have a question or need some advice, you will always have a friend to lean on here.

*Advoco is an equal opportunity employer. Advoco does not discriminate on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status. At Advoco we believe that diversity and inclusion among our team is essential to our success as a company, and we endeavor to recruit, develop and retain the most talented people from a diverse pool of candidates.*