

# Sales Development Rep

## Location:

Denver CO area preferred. Remote (US Based)

## Role Brief

PlatCore is seeking a Sales Development Representative to play an important role uncover and stage opportunities to be worked by an account executive. You must be comfortable calling and developing leads, working with channel partners, generating interest, researching and qualifying prospects, and documenting the opportunity.

You are committed to helping build our sales process and technology. You are energized by the opportunity to build PlatCore and be a part of our growth story. Position is contract to hire. Compensation consists of salary, commission with unlimited earning potential, and benefits upon FTE hire.

## Responsibilities

- Source new sales opportunities through inbound lead follow-up, outbound emails, cold calls, and assist with digital campaigns.
- Understand customer needs and requirements.
- Qualify and hand-off opportunities to appropriate sales executive for further development and closure.
- Research accounts, identify key players and generate interest.
- Maintain and expand our database of prospects.
- Team with channel partners to build pipeline.

## Qualifications

- Previous BDR/SDR role in SaaS technology sales, learning platforms preferred.
- Excellent verbal and written communications skills.
- Strong phone presence and calling experience.
- Proficient with digital / social channels, corporate productivity, and web presentation tools.
- Experience working with CRM tools, Hubspot preferred.
- Strong listening and presentation skills.
- Ability to multi-task, prioritize, and manage time effectively.
- Ability to work within a team as well as independently.
- Ability to work remote, with potential travel time up to 10% (Travel currently restricted due to COVID).
- Must be a US Citizen. We are not able to sponsor H1B or Green Cards.

## About us

PlatCore is an Elite ServiceNow Technology Partner, headquartered in Denver, CO. We are focused on learning products Built on ServiceNow.

PlatCore serves government agencies and enterprise companies on six continents and in 10+ languages. We are the only fully featured learning solution built natively on ServiceNow, and are proud to deliver a deeper, connected learning experience. Our mission is to “Help People do their Best Work.”

We are looking for those who want to be part of an early stage, growing software development company. We depend on each team member to help drive value for our clients, inform current and future products, and to contribute to the success of PlatCore.

Our team is passionate, achievement focused, and high performing. We are dedicated to the potential that learning brings and are driven to make cool stuff that delivers huge value for our clients. If this describes you, we want to hear from you!

Please contact us at [careers@platcore.com](mailto:careers@platcore.com).