Inside Sales Rep / Appointment Setter – Syndical

Compensation: $13/hr plus commission plan

Syndical is an emerging tech calendar/events publishing company. Our innovative software replaces the fragmented methods businesses have typically used to publish/syndicate their public facing sales events and community happenings.

Join our Sales Development Team and reach out to local and national businesses all around the US, talk to them about our advanced calendar/events publishing tool, and set demo appointments so we/you can show them the magic.

Your job is to invite prospects to see for themselves the advantages of automatic events publication & syndication through the Syndical tool and network.

Job Benefits:
- Some flexibility in the work schedule may be possible.
- A career path into professional account management, marketing and beyond.
- On the job learning and training. Exceptional opportunity for career development in technology sales and business development.
- Grow with us, we are a new web based software company in the calendar events & publication industry.
- Attractive Commission Structure.
- PTO

Job Qualification:
- Be able to develop and qualify leads via phone, web, and email.
- Must have great presentation skills and ability to develop new relationships.
- Identify, prioritize, develop and manage prospects and then help us bring the prospect through the sales pipeline to your commissionable closure.
- Provide consistent follow up communications with the sales prospects.
- 2 years or more recent outbound cold call prospecting to B2B is very desirable.
- Comfortable with technologically, utilizing modern computer systems.
- Strong interpersonal skills and ability to thrive in a fast-paced, small team environment.
- Must be self motivated, with high energy and an infectious level of enthusiasm.
- Openness and willingness to learn, accept feedback and evolve as we do.
- Salesforce/SugarCRM/ACT/etc experience a plus.