

Job Title: Sales Development Representative - Full Time

Reporting to: Chief Revenue Officer

Primary Function:Based on exciting new 'Sales 2.0' prospecting techniques with a focus on mutual business fit, research and consultative discussion, create highly relevant sales opportunities for the closing team

Salary: Based on experience

Other: All employees have the ability to participate in the stock option plan

Location: New York

Are you looking to join a highly ambitious international technology startup and build a career in sales? Do you want to build a career in technology but love working in the marketing and creative industries? Do you want to work with a groundbreaking product launching later this year, created by some of the best engineers on the planet? Are you looking for a company that will invest time in your development, support your professional growth and listen to your ideas?

If the answer is yes to the above, you may have found your dream job and we may have found our dream hire!

I'm Paul, the Chief Revenue Officer for Ceros. I am looking for a super talented individual to join the team as we prepare the launch of a truly world-class product.

Ceros helps brands grow revenues by presenting products and editorial content in a beautiful, magazine-like format on tablets, mobiles, the web and Facebook.

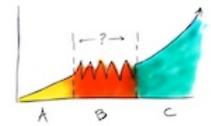
Our long term vision is to change the way content creation and marketing is approached in organisations the world over, leading to transformational change for our clients, from the bottom line to their impact on the environment.

To achieve this we need to build an amazing team. Here's where you come in..

The Sales Development Representative (SDR) will generate new business opportunities by following proven processes to prospect into business accounts. You'll learn how to identify and research lists of companies to target, and how to develop email and telephone campaigns to generate new business opportunities.

The SDR will conduct high-level conversations with senior executives about their business, their marketing issues and their operations. The successful candidate will be a strongly self-motivated and driven individual who is goal-oriented, methodical and tenacious, and can effectively interact with a team. This position has advancement potential within the sales organization, and the compensation package includes an uncapped commission structure.

Click this link to meet me and get more information on the company and role: <http://youtu.be/8L-8fyelfXc>



Key Responsibilities

- Learn and execute proven processes to generate new sales opportunities
- Strategize with top-producing sales managers
- Map prospective accounts around organisational structure, people and existing technology
- Engage executives in targeted prospect accounts
- Orchestrate discussions with senior execs around their business needs
- Manage and maintain a pipeline of interested prospects
- Leverage CRM tools to prospect into specific geographic territories and sectors

Requirements

- A commanding desire to learn and succeed in tech sales
- 2+ years sales or related market/business experience
- Candidates should have one of the following: software/saas experience, sales experience or other related business experience
- Salesforce.com experience a plus
- The ability to write succinct, crisp emails and a great phone manner
- Knowledge of any of the following industry sectors a plus: multi-channel marketing, content marketing, e-commerce, digital and mobile marketing, retail, brands selling directly to consumers

Behavioural Requirements

- A desire to do and achieve brilliant things!
- Authentically curious, you love learning and improving yourself
- Integrity is fundamentally important to you
- You want to make a real difference
- You are naturally entrepreneurial
- You are street smart

Enquiries and applications to info@ceros.com

About Ceros - Ceros is a powerful multi-channel content design and marketing platform that enables retailers and brands to create, manage, distribute and analyse engaging content based marketing campaigns.

The online software platform that powers TMZ and The Daily now allows brands and their agencies to create multi-channel, magazine-like content experiences that increase brand loyalty and drive higher conversion across all modern devices – including tablets, mobile, desktop and Facebook.

The Ceros platform offers an advanced suite of web-based creative tools, complete with workflow features, rich analytic data and output players for all devices – with full experience fidelity in both native apps and browsers. Ceros is backed by Greycroft Partners and Marc Andreessen, and has offices in both New York & London.

