Sales Development Representative
Redmond, WA

Are you looking to join a fast-paced startup to begin your career in sales? Are you looking to work for a rapidly growing SaaS company pioneering the way in mobile giving? Do you long to work for a company that you can share your passions with? If you find these to be true, you've found the right company for you.

My name is Matt, the Director of Sales Development Representatives at Pushpay. I am looking for a driven individual to join our Sales Development Representative (SDR) team as we pioneer the way into offering a powerful digital giving platform for thousands of churches.

Pushpay is a simple digital giving platform designed specifically to increase giving across ministries and offers first genuine 10-second mobile giving solution, with an amazing web option to match. We are looking for people to bridge the gap between churches that currently need a mobile giving solution and our incredible service. That's where you come in.

The SDR role is the beginning of an incredible career path in sales. With their problem-solving and entrepreneurial spirit, SDRs focus on finding viable prospects for our product through targeted questions. These growing opportunities make 2015 "The Year of the SDR".

You will be the client's first impression of Pushpay, so we are looking for a passionate, personable and professional individual who will be able to connect our clients to our service. In this role, you will make outbound calls to potential clients who have expressed interest in learning more about Pushpay or appear to be strong potential customers based upon our general market focus.

Here's a rundown of what you'll need to know.

What You'll Be Doing:

- Make outbound calls to prospects who have expressed interest in learning more about Pushpay
- Share information about Pushpay and ask questions about the prospect's business intentions
- Discern potential for purchase and connect qualified leads to the Sales Team
- Schedule appointments between prospects and the Sales Team
- Record prospect information in CRM database

Your Qualifications:

- Preferred 1 year of outbound prospecting sales experience
- Professional phone skills: courteous, well spoken, and polished in asking questions and sharing information
- Competent in multitasking
- Able to connect business needs to solutions
- Strong computer skills, proficient on Mac OSX
- Strong written and verbal skills

Your Education:

- High School Diploma or higher
- BS/BA degree preferred

The Benefits:

- Compensation $45k to $55K annually
- We pay 100% of the Employee Health Plan: Medical | Dental | Vision Insurance
- PTO & Paid Holidays
- Great coffee and complimentary snacks
- Onsite Fitness Center and more!