Sales San Francisco, California
Sentient Ascend is a game changing product that uses state of the art AI technology to massively improve website conversion performance to maximize revenues and lead flow. Ascend appeals to customers across many industries, including e-commerce, lead generation, advertising and media, helping them understand what drives consumers to take action and what formulation of website elements deliver the best response from their customers.
We're looking for an excellent Sales Development Representative (SDR) to join the Ascend sales team.
SDRs are tasked with strategically developing and qualifying revenue opportunities within their assigned territory. They work closely with their aligned Account Executives in a business development capacity. Candidates for this position must be highly motivated, tenacious, and self-starters.

Responsibilities:

- Generate new business opportunities to grow the sales Pipeline
- Create and prioritize strategic target account lists within a defined territory
- Research and build "cold accounts" (i.e.: adding contacts, org charts, sending emails, cold calling)
- Consistently meet or exceed monthly sales targets/quotas
- Conduct high level conversations with Senior Executives in prospect accounts
- Evangelize Sentient Technologies and Artificial Intelligence

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Sales Development Representative - Sentient Ascend

powered business solutions

**Required Skills:**

- 2-5 years of business experience (software sales a plus).
- 1-3 years Inside Sales experience (New Business Development, Cold Calling, Planning/Strategy etc)
- Strong desire to be in Technology Sales
- Excellent Written/Verbal communication skills
- High Energy and Positive Attitude
- Ability to multi-task, prioritize, and manage time effectively

**And, of course, the perks!**

- Take-as-you-need vacation!
- 10 company holidays
- Telecom reimbursement
- Tons of snacks and beverages
- Catered educational lunches every Wednesday
- Catered lunch every Friday
- Bagels on Monday
- Super-convenient location near BART, Caltrain, Muni, Ferries
- Team Events, Happy Hours, Family Events, Holiday Parties, more.

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