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Sales Development Representative - Australia

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Company: The Pipeline Group

Location: Australia

Category: other-general

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The Pipeline Group has been established since 2017 and combines data services, systems expertise, technology, and managed services, to deliver explosive business results for companies looking to build consistent and predictable sales pipeline. We specialize in taking these new companies and products to market and optimizing GTM and pipeline development processes by removing bottlenecks and constraints in the sales development process to enhance efficiency and drive results. Our partnerships have been so effective that INC. 5000 listed us as one of the Top Fastest Growing Privately held companies in the US three years running and we are not stopping there.

OUR CULTURE Our People are passionate, ambitious, and intelligent individuals who believe in cultivating success for our clients and within TPG. We are a sales performance driven organization and your wins are our wins. We foster an environment for consistent improvement, collaboration, ownership, and growth.

ABOUT OUR ROLE Our Sales Development Reps (SDRs) are professional experts, which is why they are referred to by our clients as Go-to-Market Advisors. In this role, you will work closely with our client's (SaaS Software Companies) sales teams responsible for bringing in new logos and customers through cold calling, relationship building, and helping to create effective sales

campaigns. Main focuses and responsibilities; Grow and build pipeline through cold prospecting calls and emails. Partner with your account executive team to help generate meetings. Attend prospect meetings with your sales team, and take notes. Create and prioritize target accounts and contact lists. Conduct high-level conversations and written correspondence with executives in prospect accounts. Work closely with Sales and Marketing on projects that help drive revenue growth. Achieve monthly quotas of meetings and qualified opportunities.

WHAT YOU'LL NEED TO SUCCEED 1+ years of sales experience (within a Software/High Tech company highly preferred), but other relevant sales experience welcomed. Must be based predominantly in Australia to service our clientele and the timezone. You are results oriented and driven. You have a track record of being able to deliver in a time sensitive environment and don't mind being in a competitive goal-focused environment. Experience using Salesforce.com or any other CRM is a plus. Excellent communication skills. You are professional, clear, concise, and have been known to be a compelling story-teller both verbally and in writing. Coachable. A positive attitude – you're a team player, listen and apply instructions, and you're resilient in the face of challenges. Self-starter with a penchant for experimentation. You're always looking for ways to do your job better and you never wait to be told what to do. When you see an opportunity, you jump on it.

WHAT TPG PROVIDES FOR OUR TEAM MEMBERS Permanent Remote work model-no more commuting, work from the comfort of wherever you are. Annual Base Salary + Commission DOE Evaluation to Hire Model that can result in Growth Opportunities and Career Development into Leadership. Unlimited PTO Program once hired- take time off when you need it. No more worrying about "use it or lose it" policies. Take control of your work/life balance. Stable and fast growing US SaaS company. Company provided home office equipment for those who need it- Laptop, desk, chair, etc. Come join our innovative and dynamic team! We welcome all backgrounds because we provide a culture and environment that enables individuals with the right mindset, characteristics, and qualifications to exceed their financial objectives while adding massive value to our clients. This role will be contingent upon the successful completion of a background check. Stable internet connection and Mbps to work from home will be required. Please note we are not able to offer sponsorship of visas at this time.

Seniority level Associate Employment type Contract Job function Job function Sales, Business Development, and Other Industries Business Consulting and Services, Outsourcing and Offshoring Consulting, and Technology, Information and Media Referrals increase your chances of interviewing at

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