

Sales Development Representative

Location: Remote

Type: Contract

Min. Experience: None

GiftRocket sells an innovative digital gift card that's redeemable for money. Unlike traditional gift cards that are usable at just one merchant, GiftRocket's card is the most practical and flexible gift that you can give. Our goal is to help people and businesses give great gifts.

Our product is used by hundreds of thousands of customers and offered as a reward & incentive by thousands of businesses, including many major brands (EA, Samsung, Nike, and more). Businesses and organizations use GiftRocket for employee rewards, health and wellness programs, marketing incentives, customer loyalty, sales incentives, survey participant compensation, referral rewards, and more.

We're a small technology-driven startup headquartered in San Francisco. We're hiring a **Sales Development Representative** to help grow the corporate rewards segment of our business. As our first sales hire, you will work directly with the CEO.

This opportunity is remote – yes, that means you get to work from home! It also means, however, that you must be able to work independently and be an especially proficient communicator. If you're self-motivated and care about solving the needs of other businesses, this position may be for you.

As a Sales Development Representative at GiftRocket, you will:

- Understand customer business objectives
- Identify, prospect and develop new business opportunities
- Qualify inbound sales leads, follow up, and develop them into opportunities
- Meet a sales goal consisting of transaction volume and contribution margin
- Learn, absorb, and be able to communicate all aspects of GiftRocket's Corporate Rewards Platform
- Work closely with the CEO to refine and develop the sales strategy

Our ideal Sales Development Representative will have the following skills and experience:

- Prior experience in a sales role identifying and qualifying leads
- Experience being accountable for goals and metrics
- Proven ability to execute in complicated and ambiguous sales opportunities

- Excellent communication and presentation skills and the ability to express thoughts logically and succinctly
- Experience being “hands-on” and "self-serve" - figuring out problems, creating materials, resolving problems
- Bachelor's Degree

Please email us at jobs@giftrocket.com if you believe you're a good fit for this position. We look forward to hearing from you.