

Sales Development Representative

Location: San Francisco, USA

Seniority level: Junior/Intermediate Level

Job functions: Sales, Sales Development, Business Development

Spotlight Reporting is an award-winning software business revolutionising the accounting industry. We are growing fast and are looking for a star Sales Development Representative (SDR) to join our team. This full time role is based in our office in San Francisco.

As our Sales Development Representative, you will be responsible for:

- Lead qualification, opportunity analysis, and outbound prospecting
- Supporting our Australian based sales team
- Updating Salesforce CRM system
- Attending industry events
- Participating in outbound campaigns in conjunction with marketing
- Achieving or exceeding monthly quotas of qualified opportunities.

Experience & Qualifications required:

- Past experience in outbound sales prospecting
- Ability to understand customer requirements and identify potential Spotlight Reporting solutions to fulfil requirements
- Ability to multitask, prioritise, and manage time effectively
- Outstanding communication skills with an excellent focus on client satisfaction
- Demonstrated success in meeting monthly targets
- Being a team player with a proven track record of working well in teams
- Prior experience in the accounting industry and a good understanding of the cloud space is desirable but not essential.

To apply, please send your CV and Cover Letter to David New - david@spotlightreporting.com.

Company Description

Spotlight Reporting provides accountants with a great range of reporting options that save time and effort while delivering clarity for decision making. We have four cloud-based business intelligence tools, designed specifically for accountants looking to transform the way they deliver advisory services to their clients. We import data from leading financial and non-financial software products to automatically create powerful dashboards, reports, three-way forecasts and multi-entity aggregations.

Why Work for Spotlight Reporting?

- Work at the forefront of the cloud-based revolution
- Be part of a motivated and talented tight-knit team that is transforming the way business is conducted across the globe
- Accelerated opportunity to grow as a team but also individually
- Competitive base salary, commission and travel
- A friendly and open culture where your initiative and ideas are appreciated and valued.