

Sales Opportunity Development Representatives (ODR)

AccelOps offers an all-in-one datacenter and IT service management solution that provides Data Center monitoring, alerting and operational oversight to improve service reliability across performance, availability and security dimensions.

Delivered as a virtual appliance or Software as a Service (SaaS), AccelOps provides a single pane of glass into IT from a 360° service perspective - linking the physical and virtual infrastructure directly to the business and business services.

As a result of fast growth, we are seeking a self-motivated Sales Development Rep who wants to make a career in sales and ambitious to do whatever it takes to excel and exceed in his/her sales career.

In this key role, you will be responsible for qualifying and vigorously pursuing sales leads generated by marketing programs. This position requires “cold-calling” into assigned territory to identify opportunities for the solution. Teaming with an outside counterpart(s), support multiple territories and maintain Opportunity Development Representative quota.

Skills and Requirements

- 2+ yrs successful experience in an outbound sales environment positioning a service or technology solution in the enterprise space - software experience preferred.
- Experience calling on senior executives & technical decision makers within all size organizations.
- Highly energetic and motivated; strong attention to detail.
- Strong organizational, oral and written communication and customer service skills required.
- Ability to organize and prioritize work independently with minimal supervision.
- Excellent inside sales and telephone selling skills are a must.
- Solid computer skills including proficiency in Microsoft Office and Salesforce.com.
- Capable and willing to function according to measurable objectives.

Position location:

Cambridge Professional Center
601 Locust Street #301
Cambridge , MD 21613