

**Position:** SDR Intern.

**Salary:** As per company policy

**Location:** India (Remote)

## About Ascendo

Ascendo is an exciting and fast-growing SaaS (Software as a Service) startup with a mission to create efficient Support Operations for Customers, Agents, and Service Leaders in B2B Service across industries.

With its current focus on aiding B2B SaaS companies to simplify and deliver outstanding Customer Service, the Company is fast emerging as a leader in the proactive support category. Ascendo prides itself in creating a digital copilot to assist customers and agents so they can be empowered to elevate their knowledge and understanding of the product they service. Service leaders use Ascendo to derive a pulse of the customer to improve support operations, support experience and product.

The company was founded by a seasoned Enterprise team and led by executives who have created phenomenal products that address the root of the problem areas.

The Company has been recognized as a Leader by G2 in the Category of proactive customer retention consistently since its launch in 2021. Since the launch, it has gotten attention from global brands. In 2023, Ascendo is recognized as an SAP and Google Startup.

Ascendo is now building a global and diverse workplace to empower passionate problem-solvers to innovate, collaborate, do their best work, and see the next phase of hyper-growth together.

## Responsibilities:

- **Prospect & Lead Generation:** Identify and research potential enterprise clients using various methods, including cold calling, email outreach, and social selling.
- **Lead Qualification:** Engage with leads to understand their needs, pain points, and how our solutions can address them. Qualify leads according to established criteria and progress them through the sales funnel.
- **Product Demonstrations:** Set up and configure product environments for demos, ensuring a smooth and successful experience for potential customers.
- **Communication & Relationship Building:** Develop strong communication skills through various channels (phone, email, social media) to build rapport with potential clients and generate excitement for our offerings.
- **Sales Support:** Collaborate with the Sales team by scheduling appointments, conducting research, and providing ongoing support throughout the sales cycle.
- **Data & Reporting:** Utilize Hubspot to track progress, manage leads, and generate reports on sales activities and results.

## Qualifications:

- Currently enrolled in a Business, Marketing, or related degree program.
- Successfully sold SaaS solutions with a strong foundation in CRM platforms such as Zoho, Freshdesk etc.
- Excellent communication, presentation, and interpersonal skills
- Strong understanding of SaaS solutions and their value proposition
- Ability to work independently while collaborating effectively within a team environment
- Proficiency in CRM software and basic technical aptitude

- A passion for learning and staying up-to-date on industry trends.

**Benefits:**

- Hands-on experience in SaaS sales and business development.
- Mentorship from seasoned professionals in the SaaS industry.
- Exposure to cutting-edge technology and innovative solutions.
- Networking opportunities with industry leaders and potential future employers.
- Potential for career advancement within the company or the broader SaaS industry.