



Last updated: January 2

RumbleUp are Seeking to Immediately Hire Sales Representatives in the DMV Area (political sales or non-political sales depending on experience and qualifications)

Summary

We want an energetic person who feels comfortable working with a fast-moving team. 2+ years professional (post college) experience with political campaigns, digital agencies or corporate/enterprise sales is required.

Company Culture

We were founded in 2014 as a technology startup creating solutions for mid-to-large size political organizations seeking to engage their supporters and activists via mobile channels (smartphone apps and messaging tools). **We are now expanding the types of clients we work with outside the political realm while continuing to focus on personal, scalable engagement in an increasingly fragmented and distracted world.** We operate on lean startup principles with a focus on strong internal communication, rapid and iterative development cycles, excellence in customer service, and a flexible, may-the-best-ideas-win approach to decision making. This has helped propel rapid growth in a stimulating environment where every team member is challenged to contribute ideas and creatively solve problems to ensure our clients have the absolute best chance of success.

Our Core Values:

1. Move fast and make things
2. Our goal is to be doing the best work of lives right here, every day
3. Never be afraid to share a new idea or constructive criticism, and listen back
4. Respect the processes we've established until we create a better way to do something
5. We prove our mettle when facing daunting tasks or trying to achieve a difficult goal
6. The company's success is our personal success -- everyone contributes, no one is left out
7. If you need help, ask for it. If you don't understand something, start asking questions.
8. Personal accountability: own your mistakes, and be recognized for your achievements.

Company Overview

RumbleUp is the most advanced peer-to-peer (P2P) texting platform that makes it easy for clients to have 1-on-1 conversations at scale. RumbleUp has been adopted by over 400 clients in the past two years who have sent tens of millions of text messages for get out the vote, fundraising, voter ID and persuasion, local and federal advocacy, driving event attendance and a dozen other use cases, including non-political use cases.

Our CEO describes how RumbleUp works on this podcast:

<https://www.iheart.com/podcast/263-digital-politics-with-kare-27708729/episode/how-p2p-texting-drives-voter-engagement-30207297/>

Position Overview and Objectives

RumbleUp is growing and, depending on the applicant's experience, the Sales Representative will be responsible for working either with our two VPs of Sales in our political vertical or help develop our B2B SaaS sales channel with our Director of Marketing. Currently, our customer base is largely in the political vertical, but as we grow and develop our product, we have more SMB customers using our products to communicate with customers. Thus we are expanding our political and non-political sales and marketing teams, and require additional Sales Representatives to hit quarterly sales goals.

Responsibilities (Political)

- Assist our VPs of Sales in prospecting, cultivating and closing new clients
- Field incoming sales inquiries
- Demoing our product and conducting sales calls
- Assist the marketing team in building our online marketing funnel
- Roll up your sleeves and take care of all the nuts and bolts of the political sales process: we are a small, lean, and nimble team, so we each do our own work from the smallest admin task to the most important client meeting. We take responsibility for our deliverables and we sweat the details.

Responsibilities (Non-Political)

- Develop and execute a B2B sales strategy and process
- Develop case studies based on our current set of B2B clients
- Help develop B2B marketing strategy to grow the B2B sales pipeline.
- Roll up your sleeves and take care of all the nuts and bolts of the B2B sales process: we are a small, lean, and nimble team, so we each do our own work from the smallest admin task to the most important client meeting. We take responsibility for our deliverables and we sweat the details.

Reporting Structure

- Work directly with the VPs of Sales or Director of Marketing (depending on specialization)
- Assist other team members as-needed

Requirements

1. Bachelor's degree
2. 2+ years post-college professional experience in the sales vertical you are applying for
3. Creative thinking and willingness to share ideas and experiment
4. Attention to detail
5. Excellent writing and very good verbal communication skills
6. Be able to work out of our Foggy Bottom office M-F

The Kind of Person We Need is:

1. Courteous and professional
2. Reliable and punctual
3. Interested in technology
4. Loves working in a fast-paced startup
5. Desires challenges, both technical and interpersonal
6. Enjoys developing solutions and pursuing excellence
7. Flexible when necessary but also follows procedures meticulously
8. A team player that enjoys collaboration

Compensation and Perks

- W-2 salary commensurate with experience
- Raises and bonuses based on performance (related to sales and leads)
- Vesting equity in our employee options pool after two years!
- Our Foggy Bottom DC office is an enclosed private suite within a larger shared office space offering a gym, full kitchen, common areas, conferencing, rooftop and easy metro access to the orange, blue, silver and red lines; lots of dining and coffee shops close by
- Team dinners, happy hours and subsidies for networking opportunities

How to Apply

Email your resume and a short paragraph explaining what you would bring to the position to sales@rumbleup.com (subject line: "Sales Representative Resume"). We may request writing samples and references from qualified candidates.

Link to posting:

<https://tinyurl.com/rupsalesrep1>