

Sales/Biz Development Rep

10x Management is looking for a highly-organized and hard-working Sales Development Representative to provide top of the funnel support. This role will be responsible for identifying and reaching out to new prospective customers with a focus on engaging and pre-qualifying new deals. This role is one of the first touch points for prospects and has the opportunity to set the tone for the entire sales cycle and deal flow. This role provides a great opportunity as an entry-level sales job and a great stepping stone for a career in sales.

Why 10x?

10x Management's co-founders, Michael Solomon & Rishon Blumberg, are serial entrepreneurs who have started a variety of successful for-profit and non-profit businesses in addition to 10x. Working at 10x means you'll enjoy a great work-life balance, second-to-none team culture, and the opportunity to learn from some of the smartest minds in the industry.

10x exists to match the most talented software engineers with the most innovative companies. Our unique model comes from the entertainment world and works because the talent (10xers) we represent get to do what they're good at: coding, building, designing, and innovating. And our customers get to enjoy a hassle free contracting process with some of the most talented people in the world.

The 10x culture is what really deserves to be highlighted here. The office is closed for every possible holiday to give employees as many days off as possible and the ability to maintain a true work-life balance. We stand strong behind our core values which can be found [HERE](#). More than anything, we encourage each other to become our best selves and do the best work we can to strive for excellence. The core of what we do here at 10x is to help people live their best careers and lives - honestly, it's pretty gratifying :)

Responsibilities

- Identify and qualify new sales opportunities for 10x.
- Learn how 10x Management works from the ground up and become comfortable pitching the value proposition to new prospects.
- Work with the Head of Sales to identify ongoing strategic targets and prospects.
- Become a master of email communication and outbound sales sequences to schedule qualified meetings.
- Demonstrate the value of our offering through email, LinkedIn and other social mediums, and eventually phone calls.
- Diligently update Hubspot, our CRM, to stay current on leads and follow-ups.
- Shadow Head of Sales in meetings and other activities to help you acquire the skills you'll need to grow with 10x.

Requirements

- BA/BS degree preferred and (1+ years of professional work experience in Sales).
- **Excellent** communication, interpersonal, and organizational skills. You must be a great writer, speaker, and listener.
- Experience with the following tools: Hubspot CRM, LinkedIn, ZoomInfo, Gmail, Hunter.io, Clearbit.
- Fearlessness - willing to hop on the phone with new people every single day and explain the 10x value proposition as it relates to each individual you speak with.
- An obsession with prospect happiness - set the stage for effective sales follow-up and a continued successful relationship.
- The courage to challenge the status quo and think outside of the box.
- Flexibility - things change around here quickly and we are always looking for ways to improve.
- The intellectual horsepower to become a guide on 10x in a matter of weeks, and the curiosity to keep learning about all its intricacies for years to come.
- A deep understanding of email communication. You are highly organized and quick to respond to any emails. You keep the inbox at **zero**.

Please send resumes and a cover letter to sam@10xmanagement.com. Applications without both will not be considered.