



Sales Development Representative

About Apptimize:

We believe mobile apps are how every person will interact with every company, and that mobile development is the future of how people will innovate. Mobile technology is at an inflection point and Apptimize is driving the change that will lead to the next generation of apps.

Apptimize enables mobile teams to instantly change their native apps whenever they want, with zero coding and no re-deployment. Our customers include Ebay, Rakuten, Vevo, Nook, Flipagram, and Capital One. Candidates often remark we have one of the strongest teams they've ever met (seriously, check out apptimize.com/team) and we're excited for you to join us!

Founded in 2013 in Silicon Valley, we are 2 years old, 20 people, Y Combinator, and have raised more than \$6MM.

About the Role:

As a foundational member of the sales team, your role will expand quickly. We are seeking fast learners who can learn and grow at an accelerated rate and can take on rapidly increasing responsibility. You will set up meetings and grow to close deals with customer profiles ranging from individual product managers to Fortune 500 executives.

You will explore new markets and verticals and highlight opportunities that we can pursue as a company. Your success will inform our marketing and sales strategies and keep us growing at our incredible rate. You want to help write the playbook for our strategy to scale and learn.

Requirements:

- Identify and solve new problems, shape our sales process. You are a self starter, a leader, and dedicated to improvement. You can identify what's needed and then give yourself leverage through process improvements, leading others, and technology.
- Hunger to master and expand responsibilities.
- Great communication and interpersonal skills. You will independently communicate with clients and show them a better way.
- Team focus. You know the hardest things in life can't be done by 1 person- you need a team to achieve worthwhile goals.

- Pardot, Salesforce, email automation, call automation.
- Wartime, competitive nature. You have the will and intent to win.

Responsibilities:

- Articulate a tailored, compelling business value proposition to anyone.
- Discuss business initiatives with senior executives from target companies.
- Qualify inbound interest and outbound to named companies.
- Work with team members and/or agencies to manage leads.
- Research accounts, identify key players, generate interest, and organize all prospects and accounts in Salesforce.
- Consistently achieve qualified opportunity quota.
- Innovate on the target profiles, qualifying questions and process.

To apply:

If you think you are a fit for a full time role at our office in Menlo Park, please email jobs@apptimize.com with your resume and cover letter.