

Sales Development Representative

About Tesser Insights

Tesser Insights is an innovative early stage technology start-up company in the business analytics space, providing cutting edge solutions to clients in North America. Our mission is to empower businesses with actionable insights to drive growth and success through data driven decisions.

Spoggle is an end-to-end, self serve business analytics platform developed by Tesser to achieve their mission of democratizing analytics with business users in enterprises. Spoggle is for deriving insights from data, like Google is for search.

Job Description:

We're looking for motivated, results-driven sales development representatives to actively seek new business opportunities, engage and build relationships with potential customers. You will play a critical role in the growth of our business by identifying and qualifying potential leads, setting up meetings, and building the foundation for our sales team to close deals

Responsibilities:

- Identify and research potential customers in the US/North American markets. Use various tools and platforms to source and qualify leads
- Engage with prospects via cold calls and email, LinkedIn and other social media and introduce Spoggle to them
- Identify/ evaluate prospect's needs and interest to determine if they are a good fit for Spoggle
- Set up meetings or calls between prospects and Tesser Executives
- Maintain accurate and up-to-date records of leads and interactions in our CRM system
- Work closely with the sales and marketing teams to align strategies and optimize lead generation efforts.
- Meet and exceed monthly and quarterly KPIs and targets

Skills, Qualification and Experience:

- Bachelor's degree in Business, Marketing or a related field
- Excellent communication skills, both verbal and written
- Strong analytical and research skill
- A self starter with proactive attitude and willingness to learn
- Proven experience (2 years or more) in sales development, lead generation or similar roles
- Familiarity with sales outreach and CRM tools is a plus

What we offer?

- Competitive salary and performance linked incentives

- Opportunities for professional growth and advancement in a rapidly expanding technology startup in the booming analytics space
- A collaborative and innovative work environment
- Chance to be part of a company that is shaping the future of business analytics

How to Apply?

If you are excited about the opportunity to be part of Tesser Insights and believe you have the qualifications and motivation to excel in this role, please send your resume to nambi@tesserinsights.com or apply directly in our website: www.tesserinsights.com.