

Sales Development Representative

Reporting to the Vice President of Sales, you'll be working directly with the sales team and be expected to have a critical impact on the organization and revenue. You'll be building relationships with leading home builders and community developers across North America to identify opportunities to include Virtuo in new and upcoming projects. As a result, there are significant opportunities for growth within the company.

Who you are

You are a master in the language of sales and constantly seek new and strategic ways to build successful business relationships. You are entrepreneurial by nature with a proven track record of achieving sales quotas. You are motivated by opportunity and guided by empathy and resilience.

What You'll be Doing

- Create pipeline using demand generation and prospecting tools
- Generate business opportunities through professional networking and cold outreach
- Find new opportunities and create strong relationships with target accounts
- Explore and identify new opportunities in new accounts and/or buying centers
- Research and present business intelligence about customers and prospects
- Identify influencers and key decision-makers within accounts

How You'll be Measured

- Activities (calls, emails, connects, talk time, social connections)
- Objectives (meetings scheduled, meetings held, qualified prospects)
- Results (pipeline generated)

What We're Looking for

- 2+ years' experience in a sales or sales development role

What Will Help you Succeed?

- History of exceeding activity quota
- Strong understanding of multi-channel prospecting and cold outreach
- Comfortable with ambiguity, creative, and incredibly resourceful. We are a startup, and it will require you to learn quickly while creating new processes
- Self-starter and independent worker with a strong desire to be a leader
- A team player first and foremost, with the resilience do whatever it takes to succeed

- Bonus: Experience within the proptech/construction/real estate industry, or within a B2B technology company

Who Are We?

Virtuo is a home concierge platform redesigning the entire homeownership journey. We partner with large home builders to help them deliver the seamless, first-class homeownership experience that consumers have come to expect in today's age.

We're a tight-knit, straight shooting team – we collaborate and dream big, and are looking for someone who wants that kind of camaraderie. We don't take ourselves too seriously, but when it comes to the business, we are laser focused on our vision and our results show it.

Resumes can be sent to careers@virtuo.com. We look forward to hearing from you.