



Job Title: Sales Development Representative
Salary: Competitive
Location: Charlotte, North Carolina

Are you looking to join a highly ambitious technology company and build a career in sales? Do you want to work with an innovative cloud-based analytics software company that already serves over 500 clients nationwide? Are you looking for a company that will invest time in your development, support your professional growth and listen to your ideas?

If the answer is YES to the above, then we have a great opportunity for you!

What TRUPOINT is looking for:

We are looking for a talented individual to join the sales team as we continue to grow and scale our business. TRUPOINT Partners helps financial institutions manage risk and grow revenue by unlocking their data. We make it easy for our clients to identify risk and understand opportunities throughout their organization in a cost effective way. Our goal is to help our clients to unlock their loan data, leading to transformational improvements in the areas of compliance, branch planning and revenue growth.

What you will be doing:

The Sales Development Representative (SDR) will help generate new business opportunities by following proven processes to prospect into banks, credit unions, and mortgage company accounts. You'll learn how to identify and research lists of companies to target and how to develop email and telephone campaigns to generate new business opportunities.

The SDR will conduct high-level conversations with executives about their business, their compliance issues and their operations. The successful candidate will be a strongly self-motivated and driven individual who is goal oriented, and can also effectively interact with a team. This position has lots of advancement potential within the sales organization.

You will:

- Learn and execute proven processes to generate new sales opportunities
- Strategize with company leadership
- Determine mutual fit of prospects based on organizational structure, people, and existing technology
- Engage executives within targeted prospect accounts
- Conduct discussions with execs based on their business needs
- Manage and maintain a pipeline of interested prospects
- Leverage CRM tools to prospect into specific geographic territories and sectors



About You:

- A desire to learn and succeed in technology sales
- 1 to 4 years sales or related market/business experience
- Candidates should have either experience with software or technology sales or other related business experience.
- The ability to write crisp, succinct emails and a great phone manner.
- Must be comfortable with PowerPoint, Excel, Word, and Salesforce.com experience a plus.
- Great at juggling competing demands and managing limited time.
- Integrity is fundamentally important to you
- You are naturally entrepreneurial
- You want to make a difference in your organization
- You are smart, ambitious and have a history of “getting things done.”

What is in it for you:

- Highly competitive salary
- Unlimited variable comp / bonus opportunities
- Paid Vacation and Holidays
- Paid health, dental and vision insurance
- 401K with generous employer match
- Great company culture
- Tremendous opportunity for growth

TRUPOINT Analytics is a powerful analytics platform that enables lenders to reduce risk, manage compliance, and grow revenue. The TRUPOINT Analytics platform offers an advanced suite of web-based data discovery tools and rich analytic insight for financial institutions. Launched in 2012, TRUPOINT Partners already serves more than 500 banks, mortgage companies and credit unions nationwide.

TRUPOINT Partners is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.

To apply, send your resume and an introductory email to careers@trupointpartners.com . We look forward to hearing from you!