



Sales Development Representative

Nashville, TN

Integrity Solutions is building on our growth and expanding our sales organization. This is an opportunity for a person with energy, passion and curiosity to join our expanding story as a Sales Development Representative. A Sales Development Representative is a critical part of our sales team. You will lead our efforts in cultivating, qualifying and generating leads – inbound from our marketing programs as well as outbound prospecting, primarily over the telephone. The goal is to set up introductory meetings with prospects, at a Director level or higher, for our experienced team of field-based Sales Representatives.

The ideal candidate will possess both a sales background and self-discipline that enables them to successfully manage a high volume of activity, as well as experience establishing credibility with decision makers. A successful candidate will maintain active engagement with their leads and play an important role in creating new pipeline for the sales organization. Compensation is base salary + bonuses paid on meetings held.

After a period of time with success in this area you can incorporate Inside Sales to your responsibilities and be responsible for your own client portfolio.

If you're looking to enter the world of performance improvement this is a terrific opportunity.

Qualifications:

- Bachelor's degree or higher in a relevant field
- Previous experience in sales, customer service, or other related fields
- Experience and competence using Salesforce.com
- Ability to build rapport with clients over the telephone
- A competitive streak and desire to achieve
- Self-driven. You have superior organizational skills, integrity, and great follow-through on tasks
- Dynamic. You're innovative, creative, and constantly looking for ways to win!
- Strong business acumen

Interested candidates should submit their resume online at <https://www.integritysolutions.com/careers> or by email at info@integritysolutions.com. Candidates please also fill out [this brief survey](#) when submitting your resume for consideration.

Integrity Solutions is an equal opportunity employer.