

Terryberry Careers

Sales Development Representative

Terryberry partners with organizations worldwide to design and manage recognition solutions that attract, engage, and retain the best people.



Email your resume to dlarson@terryberry.com

Terryberry is looking for a high-energy, driven professional with sound business acumen, strong technical aptitude and natural sales instincts to join our team as a Sales Development Representative. You will learn our business by interacting with clients of all levels in a variety of industries and across a broad geographical area. From facilitating the early engagement process with leads, to conducting Discovery calls and qualifying for further advancement through the sales pipeline, the ideal candidate will have an entrepreneurial spirit and thrive in a high energy sales environment.

ABOUT US

Our Mission | When people are recognized for their efforts, they are inspired to achieve more. The mission of Terryberry is to help organizations provide their people with special recognition for remarkable contributions and achievements. We strive to create a fulfilling and rewarding environment where people achieve their best potential.

Locations | We're headquartered in Grand Rapids, MI, with locations throughout North America and Europe.

Past & Present | Founded in 1918 as a jewelry and award manufacturer, Terryberry is equipped with over a century of experience in employee recognition solutions. Our innovative recognition programs and rewards are designed to ignite purpose and potential in organizations.



RESPONSIBILITIES:

Develop leads into prospects from a variety of lead sources by:

- Partnering with Marketing and Sales on lead quality and conversion
- Researching prospects using a variety of tools and sources, documenting the research, and driving toward a Discovery meeting to qualify a prospect.
- Conducting professional, thorough Discovery meetings using Video technology
- Creating a great first impression for our prospects by providing them with a world class experience
- Maintaining active engagement with new and existing leads through follow-up communication

MINIMUM QUALIFICATIONS:

- Bachelor's Degree is strongly preferred
- 1- 2 years professional experience preferred (but not required)

PREFERRED QUALIFICATIONS:

- Strong desire and ability to learn and effectively use new software for automated sales opportunity development
- Experience with Salesforce.com and other sales tools
- Experience with PowerPoint, and other programs on the Microsoft Office platform
- Excellent written/verbal communication skills
- Ability to multi-task, prioritize and manage time effectively
- Solid problem-solving skills
- High energy and positive attitude
- Driven, self-starting, and self-motivated

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www.terryberry.com