

# Terryberry Careers

## Sales Development Team Lead

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



Terryberry is looking for a dynamic leader for its Sales Development team. In this role, the candidate will lead the team that will serve as the front line to connect customers and prospects with a recognition solution that will deliver an engaged, purpose-led organization. The primary responsibility will be to develop strategy and process around efficiently qualifying and conducting discovery calls with customers and prospects. This role is a great fit for someone who wants to play a significant role in the growth strategy within a company that truly impacts people.

Email your resume to [dlarson@terryberry.com](mailto:dlarson@terryberry.com)

### RESPONSIBILITIES:

- Drive qualified lead activity to Business Development Managers.
- Manage and lead team toward activity goals and metrics.
- Hire, train, motivate and coach employees, assessing employee performance and providing feedback and training opportunities.
- Evaluate customer needs and add value based on Terryberry's products and strategies.
- Meet personal and team activity and lead generation targets.
- Research accounts, develop contact strategies, and efficiently follow through on sales leads.
- Report and provide feedback to management using data.
- Expand pipeline and customer acquisition conversations through active use of Salesforce and other technical sales tools.
- Continuously drive towards greater efficiency and quality, developing scalable solutions that set the team up for long-term success.

### 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.



### QUALIFICATIONS:

- 3+ year's proven sales experience.
- Management experience a plus, but not required.
- Track record of performing against a sales target.
- Experience working with Salesforce or similar CRM.
- Familiarity with different sales techniques and pipeline management.
- Ability to utilize and leverage multiple technical sales tools.
- Extensive experience with PowerPoint, and other programs on the Microsoft Office platform.
- A process and data driven approach to problem solving.
- Strong communication, negotiation and interpersonal skills.
- Driven, self-starting, and self-motivated.
- BA/BS degree or equivalent.

800.253.0882  
[www.terryberry.com](http://www.terryberry.com)