

# 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](mailto:dlarson@terryberry.com)

Terryberry is looking for a high-energy, driven individual 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 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 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 to gain an understanding of business needs.
- Making phone calls, sending emails, video and connecting through social media channels to qualify leads and book meetings for Account Managers.
- 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.
- Maintaining detailed records in Salesforce.com on each customer interaction and next action.
- Additional responsibilities as assigned.

### QUALIFICATIONS:

- Ability to influence others and build rapport quickly – especially over the phone.
- Strong desire and ability to learn and effectively use software for automated sales opportunity development.
- Experience with Salesforce.com or other sales tools will be helpful.
- Strong knowledge of Microsoft Office programs, including PowerPoint.
- 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 yet a team player.
- Ability to work both virtually and in an office environment.
- Bachelor's degree or pursuing degree preferred.
- 1 -year relevant experience or internships in prospecting, inside sales, business development or marketing, preferred.

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