



Title: Sales Development Representative

Reporting To: Chief Marketing Officer

Who is SENTIO?

SENTIO is using artificial intelligence to reinvent the \$500 billion hiring space with advanced candidate matching technology that predicts success with 90% accuracy for as little as 5¢ per candidate.

SENTIO replaces the resume as the first point of contact between a candidate and the company. SENTIO is the new resume.

If you are interested in intensive growth, emerging technology, and a vibrant work culture, SENTIO is the startup for you. Named one of Charleston's Top Ten Tech Startups for 2019, we are poised for a big year. Come disrupt with us!

About this Role

SENTIO is looking to grow our Sales Development team to help manage the ever growing demand for our solution and to drive new customer engagement.

The SDR role holds an important position at the top of the sales funnel for the entire company. The SDR is our customer's first experience with SENTIO. You need to be able to make a great first impression, earn their buy-in regarding our value, and move them into the next stage of the sales process.

Day-to-day, this means:

- Articulate SENTIO's value to decision makers to assess buying interest
- Research accounts, identify key players, and generate interest through outbound calls
- Conduct high-level conversations with HR professionals and hiring managers
- Update prospect interaction in Hubspot to ensure efficient lead management

About you:

Above all else, all SENTIO employees are united in our shared optimism, passion, and enthusiasm for the customers we support through our innovative product. In our daily work, we exemplify our values of grit, openness, empathy, impact, and curiosity.

The ideal SDR candidate will have the organizational skills to handle lead flow and should have a strong interest in advancing her/his career in Sales. She/he should be a team player who comes into work everyday with a positive attitude and strong work ethic.

