

POSITION OVERVIEW

SkySpecs is looking for a driven new business hunter that wants to help shape the future of robotics and renewable energy.

We have a bold vision: Make renewable energy the most affordable form of energy....Through the use of our automated drone inspection services and analytics platform, we work with the world's leading wind energy providers to keep their turbines running. We see a world where robots will one day run wind farms, predicting failures before they happen, minimizing maintenance expenses and downtime. As our business expands globally we are looking for a Sales Development Representative to work with both prospects and existing SkySpecs customers to identify and progress sales opportunities that will be driven by an Account Executive.

WHAT YOU GET TO DO

1. Sales/New Business Generation:

- a. Conduct outbound/cold call engagements and develop leads/prospects and pass to the appropriate sales person.
- b. Be creative and implement activities to contact new customers and generate new business using the latest sales engagement technology, cold calls, and emails.
- c. Qualify leads from marketing campaigns, and work with marketing to develop sales enablement materials that move prospects through the pipeline.
- d. Manage pre and post trade show activities including scheduled meetings at the show and following up with leads after.

2. Sales/Technical:

- a. Convey product knowledge to potential clients, adhering to company messaging and positioning.
- b. Continually stay up to date on technologies and industry-related news relevant to our business.

EXPERIENCE WE'RE SEEKING

- You probably have a competitive background of some type – you love to win and hate to lose.

- You have a strong interest in technology and tech business, (previous technology experience a plus)
- You love working with others to achieve a team goal
- Excellent at written communication, research and analytical skills
- You have used Salesforce.com or a comparable CRM in previous roles
- You are extremely comfortable with basic office technology and have no trouble working with the entire Microsoft Office suite (You can pivot in Excel, animate your PowerPoint Slides and are a Word master).
- Bachelor's Degree in Business / Engineering is desired (2+ yrs. experience a plus but not required)
- Demonstrated sales ability with prior work in a metrics-driven environment

PERKS YOU'LL RECEIVE

- A flexible work schedule and work environment
- A great downtown Ann Arbor office with access to coffee, shopping, bars, restaurants, etc.
- An open vacation policy (our policy is: Get your work done; be reliable; go above and beyond because you want to and take rest and relaxation when you need it!).
- Health/dental/vision benefits
- Parking compensation

HOW TO APPLY

Please send your resume and cover letter to: jobs@skyspecs.com.