



JOB DESCRIPTION

Job Title: Business Development Representative (BDR)
Department: Sales Development
Reports To: Damon Fox

Position Summary: HydroPoint is seeking a full-time Sales Development Representative to help our customers (and the planet) use water as efficiently as possible. The role is ideal for a high-energy, driven professional with sound business acumen, strong technical aptitude, and natural sales instincts to join our growing Inside Sales organization. You will need to position HydroPoint products and services to prospective business clients in key verticals. You will be a highly visible member of the HydroPoint team responsible for generating sales leads, scheduling appointments/demo meetings and pre-qualifying leads generated by marketing department.

What we Offer:

- Supportive team environment
- A strong focus on initial training and ramp time for individual success
- Attainable goals and compensation set forth by management
- Recognition of success by peers and management alike
- Competitive compensation package including salary and commission, 401(k) retirement plan, paid time off and holidays, and comprehensive health benefit plans.

Essential Duties and Responsibilities:

- Research and identify key contacts for assigned accounts
- Make outbound calls from 20 to 50+ outbound calls daily on assigned accounts and marketing-generated inbound leads
- Schedule meetings with key decision makers interested in learning more about HydroPoint's products and services
- Record, organize and track progress using Salesforce.com
- Achieve monthly and quarterly quotas
- Personalize outbound contact methods to best meet monthly and quarterly objectives
- Educate organizations of the most up-to-date, fascinating, and results-driven Smart Water Management technology
- Team members working from home are required to follow HPDS Work from Home Policy, examples of this policy include adequate internet service, a designated workspace that is quiet, ability to attend meetings in a virtual capacity, be available online and by phone for their scheduled workday minus rest periods and lunch breaks. HPDS will supply employee with appropriate office supplies and reimburse employees for reasonable business-related expense

Qualifications:

- Skilled at networking, prospecting for new business, lead generation and funnel management
- Personal drive, energy and enthusiasm to achieve and surpass goals
- Self-Starter with the potential to lead
- 2+ years B2B sales experience using the phone, email, and social media platforms

- Exceptionally strong verbal and written communication skills
- Must be team focused with strong organizational skills and extremely organized
- Experience using Microsoft Office products (Word, Excel, PowerPoint)
- Proficient experience with Salesforce a plus
- Strong interest in technology and tech business, previous technology experience a plus
- SaaS Sales and/or service experience is a plus

HydroPoint is the leader in smart water management solutions, helping companies to maximize water savings, reduce operating costs, minimize business risks, and achieve sustainability goals. An EPA WaterSense® Partner of the Year, the company combines the latest in IoT technology, data analytics, and automation to optimize irrigation, flow management, and leak detection across an entire site. HydroPoint solutions deliver visibility and control for a broad range of commercial, government, education, and community applications. Located in the San Francisco North Bay, HydroPoint has been helping the world save, and not waste, water for more than 15 years. Our mission is to make the best and most efficient use of our world's most important resource.

HydroPoint is an Equal Opportunity Employer, committed to providing equal employment opportunities to all employees and applicants in all company facilities without regard to race, color, religious creed, sex, national origin, ancestry, citizenship status, pregnancy, childbirth, physical disability, mental and/or intellectual disability, age, military status or status as a Vietnam-era or special disabled veteran, marital status, registered domestic partner or civil union status, gender (including sex stereotyping and gender identity or expression), medical condition (including, but not limited to, cancer related or HIV/AIDS related), genetic information, or sexual orientation in accordance with applicable federal, state and local laws. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training. HydroPoint participates in the E-Verify program as required by law.

- LOCAL RESIDENTS ONLY PLEASE. THIS IS A FULL TIME POSITION. NO CURRENT OR FUTURE VISA SPONSORSHIP. REQUIRES LEGAL AUTHORIZATION TO WORK FOR ANY U.S. COMPANY WITHOUT CURRENT OR FUTURE RESTRICTION
- HYRDOPOINT IS FOLLOWING LOCAL COUNTY AND STATE ORDINANCES IN RESPONSE TO COVID-19 PANDEMIC.