



Title: Sales Development Representative
Location: Petaluma, CA
Reports to: Senior Director of Inside Sales

Overview

HydroPoint is seeking a full-time Sales Development Representative to help our customers (and the planet) use water as efficiently as possible.

This 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 prequalifying leads generated by the marketing department.

Key Responsibilities

- Achieving monthly and quarterly quotas.
- Researching and identifying key contacts for assigned accounts.
- Making outbound calls (50+ daily) on assigned accounts and marketing-generated inbound leads.
- Scheduling meetings with key decision makers interested in learning more about HydroPoint products and services.
- Setting quality meetings for highly motivated sales teams.
- Recording, organizing and tracking progress using Salesforce.com.
- Personalizing outbound contact methods to best meet monthly and quarterly objectives.

Required Skills & Experience

- Two to five years of telemarketing / inside sales experience.
- 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 a plus.



About HydroPoint

HydroPoint® Data Systems is the market and technology leader in smart water management. As an EPA WaterSense® Manufacturer Partner of the Year, the company offers smart irrigation solutions under the WeatherTRAK® and Baseline® brands; leak detection and flow monitoring with WaterCompass®; and portfolio-wide Performance Management services that increase visibility and control. From Lowe's to Los Angeles County, HydroPoint has been helping commercial, government, education, and communities maximize water savings, reduce operating costs, and minimize risk since 2002. For more information, visit hydropoint.com.

HydroPoint provides a competitive compensation package including salary, 401(k) retirement plan, paid time off and holidays, and comprehensive health benefits.

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.