

Sales Development Representative

Position Description:

Tenna is searching for a Sales Development Representative to work closely with the Business Development Team. The Sales Development Representative is our first touch-point with construction companies looking to increase productivity and efficiency using technology. These “hunters” play a vital role as the initial contact with potential clients and building our sales pipeline by advancing the value. If you are passionate about building relationships, solving problems, empowering companies, and working in a team environment, we are looking for you.

About the Company

Tenna is a growing and fast-innovating IoT company delivering asset management solutions to construction and industrial companies. Tenna delivers a SaaS platform and custom hardware to track the location, movement, deployment, maintenance, and operation of physical assets ranging from small tools to large equipment.

Responsibilities:

- Conduct searches and queries to research, qualify, and generate sales leads
- Build relationships with new and existing prospects by initiating communications
- Quickly identify a company’s “pain points” to assess potential of future business
- Facilitate smooth transfer of quality opportunities to senior team members
- Prioritize deadlines to effectively meet marketing and sales team goals
- Maintain accuracy and cleanliness of CRM system according to team best practices
- Set up a high volume of quality appointments
- Train new staff and interns as needed
- Call clients that fit our target profile from a lead list

Job Requirements

- Excellent written and verbal communication skills
- Diligence and organization in managing information
- Communications, Marketing, or other Business-related majors preferred
- Interest in a career in lead generation and client growth
- 1 – 2 years of sales experience highly preferred
- Expertise with tools such as Microsoft Excel, Microsoft 365 and salesforce
- Self-motivated and adaptable person with a strong service orientation and “do what it takes” attitude
- Passion for working in a high-growth, entrepreneurial environment, with the ability to demonstrate personal commitment and drive to set and exceed high standards

What you need to know:

- Full MDV benefit package, supplemental benefits, and 401k plan offered.
- Location: Edison, NJ
- Opportunities for growth and personal development within highly dynamic team