



Job Description  
Intterra Sales Development Representative  
Location- Castle Rock, CO

Have you ever wondered if the product or service you're selling really makes a difference? Do you ask yourself "Am I doing something truly valuable by convincing prospects to spend their valuable time with my sales team?" If the answer to these is YES, then we want to talk to you about becoming a Sales Development Representative for Intterra. We are transforming public safety and offer a unique opportunity to work with a product that our customers say makes a difference each and every day.

The Intterra Sales Development Representative (SDR) is responsible for identifying and creating new qualified opportunities within in Target Accounts for Intterra. The SDR will become a trusted resource and develop relationships with prospects and customers, acting as the initial point of contact and a reliable SME regarding Intterra. This role will be primarily focused around researching the Target Accounts and performing outreach through emails, calls, and social media. You will have the opportunity to be closely mentored and professionally developed by a 22-plus year veteran sales leader, and work in a truly dynamic, fast-paced software company that's defining the future of public safety.

What you'll do here at Intterra:

- Develop qualified opportunities for the sales team through skilled use of email outreach campaigns, phone calls, inbound marketing leads and social media prospecting.
- Consistently achieve qualified opportunity quotas to ensure pipeline growth and revenue production.
- Support our position as a thought-leader in the industry by rapidly become a trusted advisor with prospects, and a true SME within the Intterra platform.
- Quickly be able to effectively communicate the Intterra value proposition and react to objections/competitive questions.
- Research accounts to match against an ideal customer profile, identify the decision-making structure and key players and generate interest with those contacts to stimulate qualified opportunities.
- Track and assess competitors in the marketplace.
- Interface directly with marketing to drive high levels of performance from all outbound messaging, in complete alignment.
- Renewal support and coordination
- Contract documentation assistance
- Must live and breathe the fast-paced SaaS environment with broad and ever-changing responsibilities, crazy busy, dynamic environment with tons of responsibility- oh, and a TON of fun!
- A heartfelt desire to drive change in Public Safety and truly "make a difference".



Required Skills:

- 5-plus years in an SDR role, with verifiable attainment (Strong preference given to candidates with experience in the public safety space).
- Strong familiarity with Miller Heimann and Challenger sales practices.
- Be a LinkedIn Sales Navigator Guru.
- Experience with multiple CRM platforms (Hubspot, Zoho and Salesforce preferred) including developing and tracking automated outreach campaigns, activity tracking and interaction management.
- Strong understanding of SDR and lead development best practices and procedures, especially pre-qualification and transferring those highly qualified leads with complete and accurate assessments to the sales team.
- Proven ability to perform in a minimally supervised environment with limited process.
- Detail-oriented with a drive to execute flawlessly.
- Experience advising on the outbound process with marketing, sequencing, market awareness.
- Competitive assessment capabilities, as well as maintaining and enhancing a competitive database.
- Attend trade events nationally as required.

To apply, go to <https://www.intterragroup.com/careers/> and submit a resume with a cover letter. Not all submissions will receive a response due to the volume of candidates we expect for such a coveted opportunity.