



## Sales Development Representative

U.S. CAD - Irvine, CA

Interested in starting a career in sales with an established, dynamic and growing company in high tech? Look no further. U.S. CAD, a thought leader in Building Information Modeling (BIM) for the architecture, engineering and construction (AEC) industry, is seeking a highly motivated individual with great communication and organizational skills that is very interested to start a career in sales.

**Responsibilities** As a Sales Development Representative (SDR), you will be part of U.S. CAD's sales team. The SDR is responsible for assisting the company in generating and qualifying leads, developing new business, as well as supporting existing customers. These efforts will include inside sales (via telephone and email), sales administration and marketing support. You will use NetSuite, U.S. CAD's CRM, to generate and track leads and opportunities, complete initial follow-up with prospects, as well as coordinating customer requests with the regional sales team. Marketing activities will include telemarketing, event registration, event follow up and occasional participation at customer events. Attention to detail as well as an ability to communicate effectively to a wide target audience are critical to success.

### Desired Skills and Experience Skills

- Strong communication and listening skills
- Extraordinary attention to detail
- Willingness and ability to make 30-50 calls per day
- Willingness and interest to learn about the industries we serve and the products we represent
- Ability to manage information using NetSuite
- Ability to work in a fast paced, dynamic environment with numerous, overlapping priorities

### Experience

- 4 Year Bachelor of Arts or Science Degree (strongly preferred)
- 0 - 3 years successful experience in sales or marketing

### About U.S. CAD

U.S. CAD is a full-service technology consultant for the architecture, engineering, construction, and infrastructure industries - connecting companies with the software, hardware, training, production, and consulting they need to win more, produce more, and achieve more. From BIM software to 3D laser scanning and drones, customers are able to address their specific needs with the guidance and expertise of the U.S. CAD team. For more information, visit <http://www.uscad.com>