

## **Sales Development Representative**

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.

The individual we are seeking should reinforce and mesh with our core values: honesty and integrity, commitment to excellent service, accountability, and trust and mutual respect.

### **Desired 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's degree
- 0 - 3 years successful experience in sales or marketing

### **About U.S. CAD**

U.S. CAD is a leading provider of architecture, engineering, and construction (AEC) technology and consulting services. Founded in 1999, U.S. CAD is an Autodesk and Bluebeam Platinum Partner delivering BIM and AEC software, training, support, production and scanning services, and virtual and augmented reality solutions designed for organizations of all sizes for better project outcomes from conception through construction. Our mission is to help clients win more, produce more, and achieve more. Visit [www.uscad.com](http://www.uscad.com).