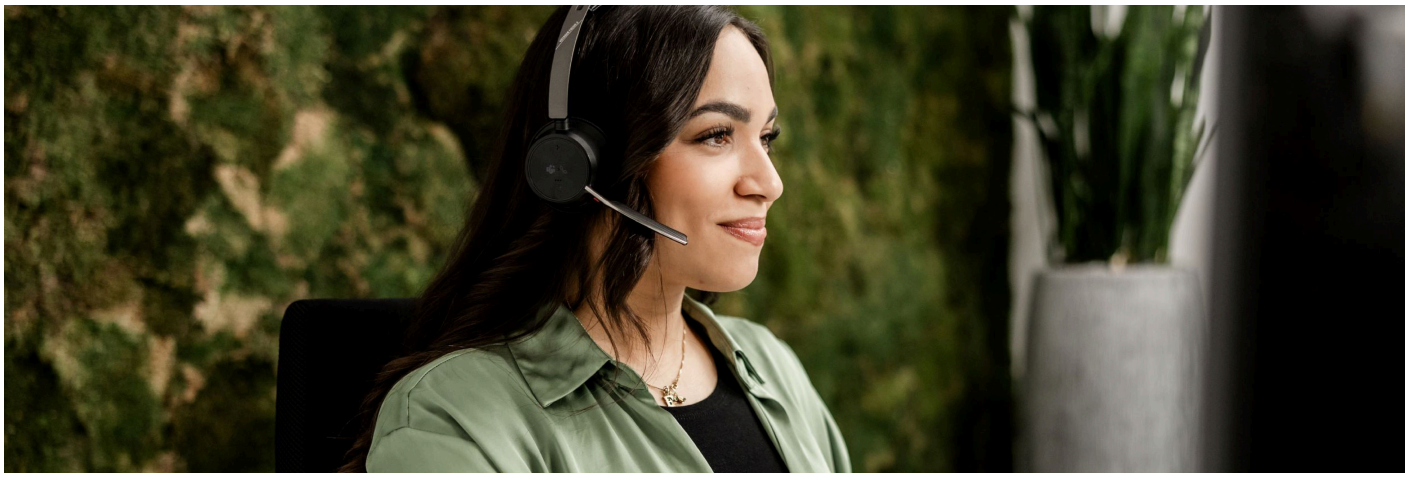


Sales Development Representative

Based in the US, remote out of Nashville, TN or in our office in Huntsville, AL.

We're looking for a highly skilled Sales Development Representative who thrives in account-based, enterprise SaaS selling environments.

For more than 25 years, Ingentis has been offering smart software solutions for the HR space. Our core product Ingentis org.manager is the worldwide market-leading solution for organizational charting and HR data visualization. It is being used by more than 1,800 of the largest organizations worldwide and integrated into leading HCM solutions such as Oracle HCM, SAP HCM, SuccessFactors, and many more.

Apply Now

Your key responsibilities

- Collaborate and partner with Marketing and Account Executives to execute lead and account-specific engagement plans for key accounts.
- Conduct deep research to identify key personas, account structures, and potential pain points.
- Craft personalized, persona-specific, messaging across email, LinkedIn, and phone touchpoints.
- Engage decision-makers and champions in technical and HR roles (e.g., C-level, Manager of HRIS, Director of HR, People Technology Partner).
- Qualify opportunities and hand off to AEs with full context for a seamless sales process.

- Track and measure outreach effectiveness in Salesforce and maintain complete and accurate account data.
- Collaborate with the sales, marketing and partnerships to refine messaging, objection handling, and competitive positioning.
- Meet and exceed KPIs for SQL creation, Lead-to-Opp, and Opp-to-Close conversion.
- Provide feedback from the field to inform product positioning and marketing campaigns.
- Qualifying Leads: Engage potential customers to understand their needs, assess their fit with our solutions, and qualify them as viable leads.

Your profile

- At least 2-3 years of experience in a BDR, SDR, Account Development, or Full Cycle Hunter role.
- Experience with account-based prospecting for solutions with an Annual Contract Value (ACV) of $25,000 or greater.
- Experience engaging human resources and technical stakeholders in a sales cycle.
- At least 2-3 years of experience managing multiple account strategies simultaneously.
- Technical Aptitude: Understanding of software solutions and the ability to explain technical concepts to non-technical audiences.
- High interest in developing a deep understanding of Ingentis core products and strategies.

What we offer

- Remote friendly
- Health, dental, and vision insurance
- 401k
- Collaborative and innovative team culture
- Flexible working time
- Modern office spaces
- Complimentary drinks and snacks
- Joint company events

Apply Now



If you have any questions you can contact our Recruiter Luke Oakley

Take a look at our webiste: www.ingentis.com