

Job title	Sales Development Representative
Reports to	<i>Chief Revenue Officer</i>

Introduction

Evergen is Australia's leading infra-tech energy business and the provider of the only CSIRO developed intelligent energy management system.

We deploy smart energy systems combining solar and battery technologies and software designed to reduce the cost of our customers electricity consumption.

We are deploying Evergen integrated energy systems in both commercial and residential contexts throughout Australia. All systems are connected online and controlled through our unique gateway, we deliver ~80% savings to customers power bills.

We have more than 5MWh of Evergen optimized battery storage deployed (~1,000 systems) and we are seeking highly skilled sales staff who are passionate about the environment and high quality customer service to significantly increase our market share within Australia.

Job purpose

The Sales Development Representative (SDR) is a key function for our inside sales team and is responsible for managing inbound leads with the aim of moving them into and through the sales funnel.

The main objective of the SDR is to work with Marketing Qualified Leads (MQL) to qualify them as a Sales Qualified Lead (SQL).

Duties and responsibilities

The primary duties and responsibilities are:

Sales

- Engage with customers to develop the Marketing Qualified Lead (MQL) into a Sales Qualified Lead (SQL)
- Provide better quality, highly qualified leads to the Integrated Energy Advisors to ensure a high likelihood of a sale
- Explore customers' needs to ensure the customer understands the benefits of solar with battery, has budget and is in a serviceable area
- Use sales tools and collateral to provide customers with information of our product offerings
- Research basic energy usage patterns with each customer
- Ascertain if the customer is ready to proceed
- Book each sales qualified lead as an appointment with an Integrated Energy Advisor
- Capture and communicate information and learnings from interactions with customers to the broader Evergen team
- Participate in face-to-face sales activities, e.g. trade shows, direct marketing opportunities

Customer Service

- Provide exceptional customer service by ensuring all customer enquiries are responded to in an immediate manner
- Manage any rescheduling requirements
- Communicate effectively with, and provide information to customers, by phone, email and SMS

Administration

- Create the opportunity in CRM (Salesforce)
- Develop and continually refine customer experience processes and systems
- Keep sales systems and CRM current with customer data and interactions

Qualifications and Experience Required

Qualifications, Skills and Experience include:

- A sales qualification is essential
- Experience in a fast- paced sales environment is essential
- Excellent verbal and written communication skills
- CRM management
- Sales copy and phone script writing experience
- Scheduling and calendar management
- Ability to quickly develop an understanding of technical products and services
- Strong team skills and experience in working collaboratively

Working conditions

This position will be based in the Evergen Office in Newcastle.

Occasionally this role may involve travel, with evening and weekend work on rare occasions.

Remuneration and Conditions:

An annual base salary of \$50,000pa, plus superannuation, plus the capacity for reasonable commission incentive payments.

This position is a permanent role.

How to Apply for the Position: apply on line at SEEK and attach your resume and cover letter.

Record your responses to our questions at:

<https://apply.myinterview.com/evergen/sales-development-representative-sdr>

Approved by:	<i>Chris McCarney</i>
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<i>Website: www.evergen.com.au</i>	