

## **Market Development Representative**

Pittsburgh based Identified Technologies is the fastest growing drone company on the east coast and we're hoping you'll join our expanding team. [Inc. TechCrunch, NBC, CNN, and the New York Times](#) have recognized us for transforming Construction, Engineering, Energy and Mining with our eeDaaS End-To-End Drone as a Service solution.

Workflows that traditionally took months are now delivered start to finish within hours. Our technology is 200x faster, more accurate, affordable, and safer than alternatives. Join us as we put an end to late and over budget projects by giving organizations continuous visibility to job site data and empowering industry leaders to *Know when others guess™*.

Our growing team is united in our mission to bring big insights to big jobs, with innovative robotic systems. Do you have relevant professional experience and a passion for what we're creating? We hope you'll join our fun, fast growing startup team as we take flight!

### **Responsibilities**

Improve the way clients live and do business while helping them grow their top and bottom line with our transformative technology. In this role, you will primarily be cold calling potential customers who are within our market focus as well as making outbound calls to potential clients who have expressed interest in learning more about Identified Technologies.

Qualify prospective customers through targeted questions about their business strategy, educate them about our offerings to see if they're a strong fit and record your interactions in SalesForce CRM. 90% of time will be on the phone. Reports directly to VP of Sales.

### **Compensation:**

- Competitive base salary with generous commission structure
- Paid training

### **Minimum Requirements:**

- Professional vocal skills: courteous, well spoken, pleasing vocal tone, and polished in asking questions and sharing information
- Able to connect business needs to solutions
- Excellent communication and interpersonal skills
- Motivated by individual and team achievement
- Highly organized with ability to work in fast-paced environment

### **Preferred Requirements:**

- 1 – 3 years of outbound prospecting sales experience
- 1 – 3 years of SaaS, Construction, Engineering, GIS or Mining industry familiarity
- Understanding of complex sales cycles and solution selling tactics
- Bachelor's Degree or equivalent

**Applications/Questions?** Please e-mail [RZhang@IdentifiedTech.com](mailto:RZhang@IdentifiedTech.com) with the subject line "Market Development Rep – Lastname, Firstname". Learn more @ [IdentifiedTech.com](http://IdentifiedTech.com)