

## Sales Development Representative

Froogle! We are currently seeking a Sales Development Representative to be an important part of serving our customers and continuing our growth. We are a dynamic new economy company with a mission to help small and midsize businesses thrive in the post-pandemic world. We care about the wellbeing of our customers and team members; and are looking for engaging people to help us.

### **What we do:**

We are an online ordering and advertising platform. We use technology to build profitable revenue for small to midsize restaurant and hospitality partners.

### **Who we are / Core Values:**

Responsiveness: We value acting with a sense of urgency and being responsive to customer needs. Do it right. Do it now.

Hard-work: We thrive on competition and excel through hard-work.

Integrity: We value teamwork, honesty, fair play and the innovative spirit.

We aim to build an environment where individuals can grow, achieve and realize the best version of themselves.

### **What you would do:**

The SDR role is a full-time, base salary + bonus outside sales position. You will find & sign new restaurant partners for Froogle's online ordering and advertising platform. You will be able to do this in-person, via phone, and online meetings based on your assigned territory.

Ideal Candidate has experience as a sales representative, regional sales, outside sales representative, sales account representative, territory sales representative, brand ambassador, account executive, or regional sales specialist.

#### Requirements:

- SMB selling experience. Ideally to restaurant owners
- Entrepreneurial Spirit
- Self-motivation & discipline
- History of consistently making (and exceeding) sales quotas
- High Level of Integrity
- Enjoy Interacting with Others

#### Core Responsibilities:

- Prospect B2B leads using on-site canvassing/pulling doors with local bars & restaurants, your own research, & in-house leads.
- Schedule meetings and presentations to demo the program.
- Close deals. Initially work with seasoned closer, and eventually close your own deals.
- Use CRM and systems to assist process, and Initiate onboarding of new partners.
- Help make our partners & customers successful.

Location: Remote / field

Compensation: Salary + bonus. PTO, 401K

#### About Froogle®

Froogle® is a hybrid mobile app and online ordering platform that gives bars & restaurants commission free online ordering capabilities; getting them live in 48 hours!

The proximity marketing component drives business by delivering promotional offers to the mobile phone of nearby users.

Visit our website: <https://froogle.online>