

# JOB OPENING



## SALES DEVELOPMENT REPRESENTATIVE

Founded in 2000, Etix is an international web-based ticketing service provider for the entertainment, travel and sports industries, processing over 50 million tickets per year in 40 countries. As the largest independent ticketing company in North America, Etix provides flexible and secure online and box office ticketing solutions, integrated digital marketing services and robust e-commerce fulfillment to over 4,100 venues, theaters, arenas, festivals, fairs, performing arts centers and multi-use facilities.

### POSITION OVERVIEW

**Company:** Etix – [www.etix.com](http://www.etix.com)

**Position Title:** Sales Development Representative

**Position Location:** Etix HQ - Morrisville, NC

**Position Status:** Full-time

The Sales Development Representative is an inside sales role that helps develop prospecting lists and engages prospective clients via phone, email, and other avenues. This is an entry-level role with strong likelihood of rapid career advancement for high performers.

### SKILLS/EXPERIENCE REQUIRED

- ▶ A proven track record of high achievement
- ▶ Flexibility and dedication to get the job done
- ▶ Awesome interpersonal skills: written and verbal
- ▶ Ability to work independently and within a dynamic, challenging and FUN team environment.
- ▶ Willingness to learn and absorb material quickly
- ▶ Self-motivation with a constant sense of urgency
- ▶ Attention to accuracy and details; organized and laser focused
- ▶ Bachelor's degree preferred

### RESPONSIBILITIES

#### Areas of responsibility include:

- ▶ Develop sales opportunities via cold call and/or email
- ▶ Listen to the clients' needs and act on them in real time
- ▶ Identify and develop new clients through market research
- ▶ Update the CRM with new prospect information and qualifying questions
- ▶ Communicate product descriptions, which requires getting accurate information from the prospective customer and interpreting it in a cold call or email
- ▶ Generate quality leads
- ▶ Maintain sales quotas as determined by management

**To apply:** Email [hr@etix.com](mailto:hr@etix.com) with "Sales Development Representative" in the subject line. Please include your resume and a concise cover letter explaining why you are such a terrific fit for the position.

*Etix provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. Etix complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.*