Inside Sales Representative – SaaS

An opportunity to join Five, an innovative software company in the quickly growing & cutting-edge low-code / no-code industry.

We're looking for an **Inside Sales Representative** to join our growing team.

What You Will Do

- Prospect for, generate and qualify SME leads to create sales-ready opportunities for our account executives
- Make outbound (cold) calls and write cold emails daily
- Exceed monthly quotas of qualified appointments/demos scheduled and deals closed
- Collaborate with the Account Executive team to schedule prospect calls, meetings and product demos
- Keep track and manage the sales pipeline in our CRM
- Proactively keep on-top of relevant low-code trends and the technology landscape

The ideal candidate is driven, hungry, energetic, and motivated to succeed in the tech sales industry, and a strong communicator with a desire to engage with people. Experience selling SaaS products (lead generation), and carrying and exceeding quotas would be nice to have but is not a must. An understanding of software would also be considered a plus!

What's in it for you?

- Become an integral member and work alongside a small team of highly experienced software professionals.
- Structured product training to get you up to speed in your role.
- You will report directly to the CBDO, playing a fundamental role in the achievement of our customer acquisition and growth targets.
- Become part of a real Australian growth story, almost from day 1.
- Start your sales career in an extremely quickly growing segment of the software market (low-code / no-code) with little saturation.
- Candidates with great ideas and who want to go beyond their role have the opportunity to get a fast-track promotion from Insides Sales Representative to Account Executive.

About Five

We are an ambitious team of experienced software professionals. Our low-code development platform supports rapid application development, one-step deployment, execution and management using high-level programming abstractions. Driven by businesses demand for ever more software, Gartner predicts that by 2024, low-code will account for more than 65% of enterprise application development.

THE NEXT GENERATION OF SOFTWARE ENGINEERING, SIMPLIFIED

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