

**JOB DESCRIPTION – Sales Development Representative (SDR)****Location – US Remote**Date: Jan 27<sup>th</sup> 2021

<b>Department Description</b>
Inside Sales Team is primarily tasked with generating opportunities to accelerate revenue growth. The team will work closely with internal and external partners to convert marketing demand generation into sales opportunities and Cambium customers.
<b>Scope of Responsibilities &amp; Position Expectations</b>
Responsibilities: <ul style="list-style-type: none"><li>• Qualify leads from marketing campaigns as sales opportunities.</li><li>• Contact potential clients through cold calls and emails.</li><li>• Present Cambium Networks products and solutions to potential clients when necessary.</li><li>• Identify client needs and suggest appropriate Cambium Networks products/services.</li><li>• Customize product solutions and recommendations according to customer needs.</li><li>• Build long-term trusting relationships with clients.</li><li>• Proactively seek new business opportunities within a region.</li><li>• Set up meetings or calls between (prospective) clients and Cambium sales reps.</li><li>• Report to the Inside Sales Manager on (weekly/monthly/quarterly) sales results.</li><li>• Stay up-to-date with new Cambium products/services.</li></ul>
<b>Knowledge/ Skill Requirement</b>
Requirements: <ul style="list-style-type: none"><li>• Proven work experience as a Sales Development Representative, Sales Account Executive or similar role.</li><li>• Hands-on experience with multiple sales techniques (including cold calls).</li><li>• Track record of achieving sales quotas.</li><li>• Experience with CRM software (e.g. Salesforce).</li><li>• Familiarity with MS Excel (analyzing spreadsheets and charts).</li><li>• Understanding of sales performance metrics.</li><li>• Excellent communication and negotiation skills.</li><li>• Ability to deliver engaging presentations.</li><li>• Able to think strategically and tactically. Able to maintain a positive attitude in the face of criticism, rejection, or failure.</li></ul>