



Intterra Sales Development Representative
Work Location- Hybrid/Castle Rock, CO
Salary 40-60k, 55-75k OTE

Have you ever wondered if the product or service you're selling really makes a difference? Do you ask yourself "Am I doing something truly valuable by convincing prospects to spend their valuable time with my sales team?" If the answer to these is YES, then we want to talk to you about becoming a Sales Development Representative for Intterra. We are transforming public safety and offer a unique opportunity to work with a product that our customers say makes a difference each and every day.

The Intterra Sales Development Representative (SDR) owns top of funnel lead generation as well as MQL to SQL conversion. The SDR is responsible for identifying and creating new qualified opportunities within Target Accounts for the Account Executive team. You will research the target accounts and perform multi-channel outreach to drive new opportunities to the team. You will have the opportunity to work in a truly dynamic, fast-paced software company that's defining the future of public safety.

What you'll do here at Intterra:

- Develop qualified opportunities for the sales team through skilled use of email outreach campaigns, phone calls and social media prospecting.
- Consistently achieve qualified opportunity quotas to ensure top of funnel lead generation for the AE team.
- Quickly be able to effectively communicate the Intterra value proposition and manage objections/competitive questions.
- Research accounts to match against an ideal customer profile, identify the decision-making structure and key players and generate interest with those contacts to stimulate qualified opportunities.
- Interface directly with marketing to drive high levels of performance from all outbound messaging, in complete alignment.
- Demonstrated ability to work solo as well as being a productive team member, making outbound calls every day
- Have a strong work ethic and are eager to learn and make new connections with prospects.
- Maintain the highest standards for data entry/tracking in the CRM and identify opportunities for improvement.

Required Skills:

- 2-plus years in an SDR role, with verifiable attainment (Strong preference given to candidates with experience in the public safety space).



- Be a LinkedIn Sales Navigator Guru.
- Experience with multiple CRM platforms (Hubspot especially) including developing and tracking automated outreach campaigns, activity tracking and interaction management.
- Strong understanding of SDR and lead development best practices and procedures, especially pre-qualification and transferring those highly qualified leads with complete and accurate assessments to the sales team.
- Proven ability to perform in a minimally supervised environment with limited process.
- Detail-oriented with a drive to execute flawlessly.
- Attend events nationally as required.

To apply, go to <https://www.intterragroup.com/careers/> and submit a resume with a cover letter. Not all submissions will receive a response due to the volume of candidates we expect for such a coveted opportunity.