



Zerv is a rapidly expanding Access as a Service technology company with aggressive growth plans. We provide a next generation Remote Access Management Platform that enables end users to access any barrier with their phone. Thanks to Zerv, our real estate and parking clients can remotely manage access points across their facilities without the need for on-site personnel. This means lower operational costs, a differentiated experience for end users, smart environment data and the future of access. Zerv is solving pain points for our customers that no one else can therefore the opportunities to make our mark on the world are limitless.

We create pathways for people to move forward, from granting access to nurturing career growth to facilitating connections and opportunities. Zerv is a place where people can be authentic and grow, find meaning and passion in work, and join an exciting company at its beginning. We're rapidly growing our team and opening up career paths for talented individuals ready to transform the world.

About the Role:

Zerv is seeking a highly motivated **Sales Development Representative (SDR)** who will play a key role in growing our customer base through sourcing and qualifying new opportunities. We need someone who is self-motivated, coachable, with a desire to be a student of the industries we serve. You will work to identify new potential clients, align their needs to our solutions and pass along qualified leads to the sales executives. Though having previous SDR experience is preferred, those who show a hunger to excel in this role to move into an enterprise sales role will gain strong consideration.

Your growth will be aligned with Zerv's growth. The position reports the VP of Sales, who leads all the sales-related activities in order to meet and exceed annual sales and revenue targets as set forth in the strategic business plan. As the first Sales Development Representative for our team, the upside for your career path is limitless as our sales team scales.

Your Core Responsibilities:

- Through significant research, you will identify and pursue new potential clients via phone, email, and social media.
- Assist with refining messaging that resonates throughout the sales process
- Collaborate with sales and marketing teams to bring innovative lead generation ideas to the table.
- Execute outbound strategy to support and supplement meetings for account executives.
- Ensure necessary activity is achieved to hit designated quotas for scheduled meetings.
- Take on the role of mentee to learn the necessary skills to move into a future account executive role.
- Coordinate with account executives on follow up and meeting preparation activities.
- Capturing relevant information identified about the potential account into company CRMs (HubSpot & Salesforce.com).
- Understand Zerv solutions, differentiators, and key target customer profiles.

- Represent Zerv at trade shows and thought leadership forums as needed.

You Have:

- A coachable attitude & a strong desire to learn.
- Demonstrated that you are an analytical, strategic thinker with a proactive approach to problem-solving.
- The willingness to manage a broad range of tasks in an entrepreneurial environment, work well under pressure, while maintaining a big-picture mentality.
- A desire to work collaboratively to foster a culture of teamwork, with a “roll up your sleeves” attitude.
- Excellent organizational and follow-up skills as well as the ability to effectively manage multiple priorities while working under little supervision.
- Confidence working within a shifting, fast-paced environment with strong decision-making capability.
- A positive and warm demeanor with a high energy and driven work ethic.
- Demonstrated that you are a highly resourceful team-player, while also being extremely effective and successful while working independently.
- Polished and professional communication skills, both spoken and written.
- A positive & driven work ethic, looking for professional development.
- Persistence to push past objections and laser focused to find a path to results.
- Proficiency in MS Office
- Understanding of CRM; hands-on experience with Salesforce, HubSpot and ZoomInfo preferred
- Knowledge of marketing techniques as well as social media platforms and tools

What We Offer You:

Our belief that work does not need to be done in a specific place to be executed successfully. Employees get to choose the work environment where they can be the most effective whether that be remotely in their home office or our physical space in Nashville to collaborate in person with others as needed. We offer a competitive salary, generous benefits, an open PTO policy, and a great group of colleagues and clients!

Zerv welcomes everyone. We value diversity, equity and inclusion and are building a team that represents a variety of backgrounds, perspectives and skills. We believe every member of our team enriches the organization by broadening our ways of problem-solving current and future challenges. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or any other applicable legally protected characteristics.

Check us out at www.zervaccess.com