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**POSITION SUMMARY**

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We are searching for an exceptional **Sales Development Representative** to join our Sales Team. You will report to the Business Development Manager, while focusing on Sales and Prospect Qualification/Development. You are a fit for this role if you are driven and hungry as you are equally professional. One (1) representative needed for each of the following Redwood locations:

**1. USA**

- Atlanta, GA
- Spokane, WA
- Woodland, WA

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**DUTIES AND RESPONSIBILITIES**

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- Ensure Prospect Development via Outbound Tele-sales
- Prospect Qualification from Lead Generation Channels such through trade show attendance, websites, online chats and purchased prospect lists
- Identifying decision makers within targeted leads to begin sales process
- Collaborating with BDM to execute on strategic sales approaches
- Create and deliver qualified opportunities to BDM according to defined processes
- Enter new customer data and update changes to existing accounts in the corporate database
- Attend regular sales training sessions
- Appropriately communicate brand identity and corporate position
- Perform other duties as assigned

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**SKILLS, EDUCATION & EXPERIENCE**

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- At least one (1) year of direct work experience in sales or tele sales capacity
- High level of integrity and work ethic
- Experience with customer relationship management software preferred
- A confident self-starter with great business acumen
- Good Time Management Skills
- Excellent active listening skills

- Exceptional verbal, written communication, and presentation skills appropriate for dealing with business professionals at various levels
- High energy and an engaging level of enthusiasm
- Able to perform basic calculations and mathematical figures
- The ability to occasionally travel and attend sales events or exhibits
- Research Skills
- Social Media Computer Savvy: Google, LinkedIn
- Mechanical background
- Technical background
- Resource Based Industry Knowledge

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**THE REDWOOD ADVANTAGE:**

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- You get to work in an incredible space with amazing people who are passionate about maintaining a healthy and positive work environment
- Competitive compensation and profit sharing
- Vacation time
- Training and development opportunities
- Health, Vision and Dental Benefits
- The opportunity to work with a fun and growing organization
- Work for an “essential service” company
- Casual business dress environment
- Regular employee appreciation events
- Amazing supportive culture!

**HOW TO APPLY:** If this role is of interest to you, please send us your resume to [careers@redwoodplastics.com](mailto:careers@redwoodplastics.com)