



Sales Development Representative

Location: San Francisco, CA, USA

Type: Sales, Full time

Experience required: 1-3 years

Company Description

Dacast is an innovator in the field of online video streaming, both live and on-demand. We deliver a highly integrated, Streaming as a Service video platform that enables content producers to take total control of their online video through a white label platform with built-in revenue capabilities. Our SaaS platform removes traditional barriers and enables users to start streaming content over the cloud and monetizing it very rapidly.

Dacast is headquartered in San Francisco, California with an office in London (UK) and additional operations in the Philippines.

Job Requirements

We are seeking a Sales Development Representative to join the sales team in either London, UK or San Francisco. This highly motivated, passionate, and self-driven team player will play a critical role in our business growth. Demonstrating high levels of professionalism and product knowledge, this individual will work closely with our online marketing team to qualify inbound leads and other opportunities for assignment to our Account Executives. This role is for entry-level candidates looking to launch their career in SaaS sales. To be considered, you must show intense curiosity and communicate why a career in sales is the right path for you.

Job Responsibilities

- Qualify new inbound sales opportunities for assignment to Account Executives by
 - Calling, emails and live chat with leads
 - Providing online demos to prospects
 - Scheduling online demos and calls for the Account Executives
- Learn and demonstrate a thorough knowledge of Dacast services and value proposition
- Identify targeted prospects using various list building and social media tools
- Manage daily activity and forecasting using Salesforce.com and other Dacast tools
- Meet or exceed monthly, quarterly and annual qualified sales opportunities targets

Qualifications

- Exceptional verbal and written communication skills
- Aggressive and enjoy talking with new people every day
- Strong work ethic, highly motivated and adaptable
- Ability to contribute as a team player in a high-energy sales environment
- Strong time management and organizational skills
- Knowledge of SaaS and cloud computing basics and/or ability to learn rapidly
- Fluent and comfortable with English
- 4-year college degree preferred
- Fluency in other languages a plus, but in no way required or expected

Availability

Dacast is looking for someone who is willing to start as soon as possible.

Compensation

The SDR position pays a base salary starting at \$42k and a monthly commission based on the number of qualified sales opportunities delivered to the Account Executive with whom you are assigned to work. OTE is expected to be \$60k but earnings are not capped.

Applying

Drop us an email at contact@dacast.com with your CV and tell us about yourself.

Company Description

DaCast is a leading innovator in the field of video streaming, both live and on-demand. We deliver a highly integrated, online video platform that enables content producers to take total control of their video through a white label platform with built-in Pay Per View revenue capabilities and robust APIs for integration with other platforms, apps and cloud-based solutions.

DaCast is headquartered in San Francisco, California with a European office in London, England and additional operations in Manila, Philippines. Please visit www.dacast.com for further information.