

## **Job Description**

At Fundbox our vision is to power the small business economy with innovative credit and payment solutions. We offer fast and incredibly intuitive access to business credit. Our goal is to unlock the potential of small businesses by giving them financial agility and peace of mind. We need outstanding people to help us achieve our goals.

Our team of Sales Development Representative, are responsible for engaging with prospective new clients and walking them through the application process. We put our customers first by delivering innovative best in class service every day and putting our best foot forward at every turn.

### **In this role you will:**

- Quickly build rapport and provide the value of Fundbox to prospective clients.
- Maintain a pipeline of prospects.
- Educate prospective clients on Fundbox's offering and understand the financial needs of their business.
- Maintain high outbound call volume to prospective Fundbox clients.
- Be committed to being customer-centric.
- Work hard, celebrate your accomplishments, and have a great work life balance.

### **You should have:**

- Bachelor's Degree from an Accredited University.
- Experience working with SMBs is a plus.
- Track record of exceeding sales quota in a fast environment.
- A high degree of work ethic and a positive, can do attitude.
- Excellent communication skills.