

# Sales Development Representative (SDR)

Company: Curious Thing

Department: Marketing/Business Development

Location: Sydney, Melbourne, Brisbane

Curious Thing is a voice-based conversational AI startup that offers businesses a productive and scalable way to make phone calls to customers while keeping that all-important human touch.

We are a small team and we are proud of our culture:

- We are a people-first company
- We encourage “over-communication” within the team
- We succeed and fail together

Voice AI is making waves in the eCommerce, Healthcare and Financial Services sectors. We are on a hunt for sales development representatives to join our team. This is a great opportunity to be part of a fun and exciting startup and a new category creator.

## **Key responsibilities:**

- Outbound business development activities to generate leads and secure meetings for the sales team.
- Research and gain a deep understanding of target industries and organisations (what are their challenges and goals)
- Gain a deep understanding of different industry use cases and and communicate them effectively
- Prospect into target industries using a range of outbound sales tools (email, LinkedIn, cold calling)
- Achieve monthly goal of sales qualified leads (SQLs) and opportunities for the sales team
- Maintain CRM meticulously and ensure that all information is conveyed to the sales team correctly in timely manner
- Create excellent templates for emails and phone calls, and constantly test & iterate to improve them

## **Preferred Qualifications:**

- Minimum 6 months experience in lead generation and cold outreach
- Exceptional communication skills, both on the phone and in writing
- Ability to build rapport with potential customers quickly

- Extremely driven, and love hitting targets
- Fantastic organisational and time management skills
- A go-getter, a good listener and a team player
- General understanding of CRM, prospecting methodology and prospecting tools

### **Why us?**

- We welcome and value all input and feedback and believe in ownership, and so you will have a say in the strategic decisions making for all outbound activities.
- Most importantly, you get to be part of creating a whole new product category, taking voice-based conversational AI to the world. 🚀