



Sales Development Representative

About MUNIRevs:

MUNIRevs, which started in 2011, is a cloud-based software company providing tax collection and vacation rental compliance systems to communities nationwide. MUNIRevs tax system automates municipalities' and business' workflow through our unique paperless system and services. Our innovative software helps jurisdictions more efficiently collect taxes. LODGINGRevs is the vacation rental compliance software product that monitors short term rental provider listings, manages property data, and ensures the owner is in compliance with community requirements. The number of clients for whom we provide tax collection and vacation rental compliance is growing quickly, and we are hiring a Sales Development Representative. This is a great opportunity to join and grow with an industry-leading company that is driven to exceed product expectation and prides itself on delivering outstanding customer experiences.

Job Overview:

The Sales Development Representative (SDR) will perform diligent community prospect research, lead generation, and collaborate with the Community Partnership Managers in initial targeted lead outreach. The position is highly collaborative and requires the ability to work alongside our Sales and Marketing teams acting as the initial point of contact for government clients. The SDR is responsible for achieving quota benchmarks, for generating qualified leads and setting demo appointments. Achieving considerable success in this Sales role opens the door to promotion into a Community Partnership Manager position. The position is located in Durango, CO but can be done remotely.

Qualified Candidate will have:

1. Distinction in a previous business development role
2. Great people skills and establishes reputable relationships
3. Keen ability to converse, listen, and document in CRM
4. Ability to learn quickly and follow through on deliverables
5. Research skills, utilizing established procedures to evaluate possible leads and determine the best product content to present
6. Powerful content delivery in public and prospective client presentation settings
7. Comfort with cold calling and diligent follow up
8. Consultative Sales approach
9. Previous success in generating qualified Software-as-a-Service product demonstration opportunities a plus

Requirements:

1. Solid software experience with MS Office (CRM experience preferred)
2. Strong verbal and written communication skills and excellent customer service
3. BA/BS degree (Business, Marketing, Finance, or Accounting)
4. Impeccable references a must
5. Confidentiality Agreement Required

Compensation:

Total compensation package includes a base salary and at-risk commission.

Benefits

Full-time employees with MUNIREvs are eligible for the following benefits after 90 days of full-time employment:

1. Paid Time Off (Holidays plus paid vacation / year)
2. Health Insurance for employees and option for employee paid coverage for dependents
3. Contributing to the MUNIREvs team and customer success in a rapidly expanding company within a high growth industry

How to Apply

Please send cover letter and resumes to jobs@munirevs.com