

Aviso is the AI compass that guides sales and go-to-market teams to close more deals, accelerate growth, and find their Revenue True North. Aviso AI delivers revenue intelligence, drives informed team-wide actions and course corrections, and gives precise guidance so sellers and teams don't get lost in the fog of CRM and augment themselves with predictive AI.

With demonstrated results across Fortune 500 companies and industry leaders such as Dell, Splunk, Nuance, Elastic, Github, and RingCentral, Aviso works at the frontier of predictive AI to help teams close more deals and drive more revenue. Aviso AI has generated 305 billion insights, analyzed \$180B in pipeline, and helped customers win \$100B in deals. Companies use Aviso to drive more revenue, achieve goals faster, and win in bold, new frontiers. By using Aviso's guided-selling tools instead of conventional CRM systems, sales teams close 20% more deals with 98%+ accuracy, and reduce spending on non-core CRM licenses by 30%.

Sales Development Representative - India

- Sector:Computer Software
- Job Type:Sales/Business Development
- Minimum Experience Level:Experienced (Non-Manager)
- Education Level:Bachelor's Degree
- Remote Working:Yes
- Salary:Unspecified. Above market salary and generous equity.. (Full Time).
- Location:Bangalore/Hyderabad. India.

Job description

We have a lot of drive, smarts, and a ton of passion for what we do. The Sales Development Representative (SDR) will lay the foundation for our team to actively target prospects worldwide and scale our GTM capabilities via a combination of outreach activities, targeted campaigns and cross-functional initiatives. We're looking for a seasoned, energetic and experienced sales professional who thrives on ambitious targets. This is a unique opportunity to join a company at the cutting edge of predictive AI in a role that involves growing the business with Fortune 500 and high-growth industry leaders, as well as expanding across the globe.

This is the job for you if..

- Solid experience in prospecting, pre-call planning, call control, account development, and time management.
- Success in qualifying opportunities involving multiple key decision makers.
- Strong knowledge of sales principles, methods, practices, and techniques.
- Strong problem identification and objections resolution skills.
- Able to build and maintain qualified pipeline on quarterly basis.
- Exceptional verbal communication and presentation skills, excellent listening skills, strong written communication skills.
- Self-motivated with high energy and an engaging level of enthusiasm.
- Ability to work individually and as part of a team.
- High level of integrity and work ethic.

And this is what you'll do...

- Own business opportunity qualification and relationship for defined set of prospect accounts.
- Develop sales opportunities by researching and identifying potential accounts.
- Identify decision makers to begin sales process and penetrate targeted accounts.
- Collaborate with appropriate team members to determine necessary strategic sales approaches.
- Meet or exceed quarterly and annual pipeline targets set by management.
- Handle inbound, unsolicited prospect calls and convert into sales opportunities.
- Work closely with Account Executives globally to build new business pipeline.
- Initiate outbound follow-up to prospects and existing customers via telephone, web meetings and email.
- Overcome objections of prospective customers, emphasize product/service features and benefits, identify and navigate to engage decision makers.
- Provide visibility to leadership via forecast calls, deal reviews and periodic opportunity updates during the quarter.
- Where necessary, support marketing efforts such as trade shows, exhibits and other events.

Aviso is growing fast, and we're scaling our team to help enable and accelerate our growth. We are looking for people who share our values, challenge ordinary thinking, and push the pace of innovation while building a future for themselves and Aviso.

How do you want to make your impact?

Perks

- Dynamic, diverse startup environment driven by transparency and velocity.
- Competitive salaries and company equity.
- Comprehensive medical insurance available for you and your family.
- Upskilling and learning support including paid conferences, online courses, and certifications.
- Unlimited Time Off
- Sodexo Meal Coupons