

Starburst Sales Development Representatives find our Glengarry Leads

Starburst is looking for a high energy, aggressive, self starter that is motivated to advance in their career and take advantage of endless earning potential. The candidate must be willing to go above and beyond (9 to 5'ers need not apply) and think of creative ways to break into new accounts.

Responsibilities

- Identify key accounts that are well suited for Starburst
- Create sales campaigns to break into targeted accounts
- Consistently make 50 customer communications on a daily basis
- Achieve monthly, quarterly and annual goals
- Identify and qualify opportunities from inbound leads
- Uncover customer needs using a solutions sales approach
- Manage and track all activity in the CRM

Requirements

- Bachelor's degree or equivalent and 1-3 years of successful track record in lead demand generation targets.
- Highly motivated self-starter with ability to drive business independently
- Demonstrated over achievement of past goals
- Solid working knowledge of Salesforce.com / PC tools
- Strong time management and organizational skills
- Strong phone, interpersonal, and communication skills (written & verbal)

Pluses

- Experience with Enterprise Software
- Experience with Big Data
- Experience with Business Intelligence

Location

This position is located in Boston

About Starburst

Starburst gives analysts the freedom to work with diverse data sets wherever the data lives, without compromising on performance. Using the open source Presto SQL engine, the Starburst Distribution of Presto provides fast, interactive query performance across a wide variety of data sources including HDFS, Amazon S3, MySQL, SQL Server, PostgreSQL, Cassandra, MongoDB, Kafka, and Teradata, among others. Founded by the largest team of Presto committers outside of Facebook, Starburst is the only company providing enterprise

support for the Presto project. Candidates should relish the opportunity to shape a cutting-edge technology while working in the fun, collaborative environment of a fast-paced startup.