



**INSPIRING CREATIVE ROBOTICS**

## **Inside Sales Rep**

BirdBrain Technologies is looking for a full-time Inside Sales Rep to prospect for and generate new revenues. We're looking for passionate, committed, and hard-working people who want the awesome responsibility of generating new revenues so that we can grow even faster and be able to help even more educators to teach creativity, computer science, and robotics to kids throughout the U.S. and the world.

### **Key Responsibilities**

- Taking sole responsibility for building, managing, and securing new business from your sales funnel
- Researching prospects well enough to start a meaningful and compelling conversation with decision makers and influencers without compromising your activity levels, prospecting efficiency, or overall sales success
- Making new connections by making phone calls, mailing letters, sending emails, connecting via social media, attending events, and any other means that leads to success
- Responding to incoming leads as directed
- Conducting discovery calls and meetings over the phone and/or via web video
- Recording all of your sales activities, including but not limited to calls, emails, notes, quotes, proposals, and orders, into the CRM
- Generating and distributing sales activity reports and accurate forecasts
- Attending conferences and workshops as directed; 20% travel required
- Amplifying the company's marketing efforts by actively sharing BirdBrain Technologies' marketing communications to your professional networks

### **Who You Are and What You Bring to Us**

The role of Inside Sales Rep is incredibly important, and we're looking for incredible people with at least five years of inside sales experience to fill it. We think the following begins to describe such people:

- You authentically want to help teachers and schools to teach computer science and robotics so that learning is truly deep and joyful
- You have evidence of your experience and success in educational sales, with experience in robotics, computer science, and/or STEAM being a big plus
- You are self-motivated in the face of challenges and obstacles, and that you think creatively about ways to overcome them
- Your work ethic includes a willingness to connect with your prospects on their schedule, including early mornings, evenings, and sometimes over the weekend
- You pay attention to detail and have a genuine appreciation of the importance of data
- You are equally comfortable working alone - which is how you'll spend most days prospecting - as you are working alongside teammates



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- You have experience with productivity tools, preferably Hubspot, Zoom, Slack, and Google For Business
- You have a home office that's free of distractions and is equipped with high speed internet service

### **Benefits**

- 4 weeks paid vacation and 9 company holidays
- Medical, dental, vision, life, and short-term disability insurance
- 401k match

### **Relationships**

The Inside Sales Rep reports directly to the Director of Sales and Marketing, and will work with the sales & marketing team.

### **About Us**

Birdbrain Technologies is a small robotics company that spun out of CMU's Robotics Institute. Our mission is to inspire deep and joyful learning in all students through creative robotics.

We are passionate about expanding access to computer science, engineering, and computational thinking to students across the globe, and the world is noticing. Our founder and CEO, Dr. Tom Lauwers, was awarded the [Inner City 100 / FedEx Champion of Global Entrepreneurship](#) at the ICIC conference in Boston.

At a small company, life is always varied and interesting; no two days are alike, and we think that is a good thing! To flourish at Birdbrain requires flexibility and the ability to work cross-functionally with a small team. A successful candidate will be someone interested in both making use of their skills and developing new ones.

If you are looking to join a passionate team and are excited about working on products that are changing education & inspiring kids, send your resume to [greg@birdbraintechnologies.com](mailto:greg@birdbraintechnologies.com). We look forward to hearing from you!

BirdBrain Technologies LLC is committed to the policy that all persons have equal access to its programs, facilities and employment without regard to race, color, ancestry, national origin, age, gender, sexual orientation, gender identity, religion, creed, disability, medical condition, genetic information, marital or veterans status.