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## Inside Sales

*Albany, NY*

[Osprey Compliance Software](#), a premier provider of industry-leading compliance software solutions continues to grow and as a result has opportunities for a Sales Development Representative to join our Team.

### Sales Development Representative

This is an ideal role for someone who would like to start a career in technical sales. As a Sales Development Representative (SDR), you will prospect, qualify, and generate opportunities to support the continued growth of our Compliance Services Business. With training and coaching, we will enable you to be a key contributor to our sales process and play a pivotal role in messaging, communication and brand imaging. This is an inside sales role working from our Albany NY office and requires minimal travel.

#### **Our next SDR will be:**

- Self-starter who can multitask and adapt to changing situations
- Strong researching and lead generation skills
- Excellent written and verbal communication skills
- Ability to create a sense of urgency
- Driven and dynamic personality – you’re in sales, after all!
- Self-Motivation & hard work.
- Tenacious in all aspects of your life; you understand how to get the job done

#### **Responsibilities Sales Development:**

- Generate qualified opportunities for sales team to convert into customers through research and identification of sales leads, key business contacts and technical buyers using internet tools and social media such as LinkedIn through daily research and outbound cold calling
- Craft communications and messaging to facilitate introductions to Osprey Compliance Software and develop sales prospects
- Interface with other departments Collaborate with other departments to improve the overall customer experience
- Proactively manage your daily strategy, pipeline and opportunities effectively
- Use Salesforce CRM and Microsoft Excel to record progress and document information

We offer an excellent compensation and benefits package and an opportunity to learn, grow and contribute in a stimulating, fast-paced environment where individual contributions are recognized and rewarded.

For immediate consideration, please send resume with salary requirements to [jobs@ospreysoftware.com](mailto:jobs@ospreysoftware.com).

EOE M/F/D/V.

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