Sales Development Representative - Hybrid

St. Louis, MO · Hybrid · Full-time · **$50k–60k**

HYBRID Sales Development Representative – Digital Marketing Agency
Location: St. Louis, MO – HYBRID
Salary: $50,000 - $60,000 Base + Monthly Uncapped Commission (OTE: $75K+) + Incredible Benefits
Benefits: 100% Paid Employee Health, Dental, Vision, FSA/HSA, Life, Disability, 401(k) w/ Match, ESOP, PTO
Job Type: Full-Time
Typical Hours: Remote: 3 days (M, W, F); In-office Tues/Thurs
Start Date: ASAP
Sponsorship not available

HYBRID Sales Development Representative Description

Our client, a growing digital strategy and marketing agency, is seeking a driven Sales Development Representative to generate new business opportunities and build a qualified pipeline. You'll research target accounts, identify key decision-makers, and create personalized outreach through phone, email, LinkedIn, networking, and other channels. This is more than a meeting-setting role. You'll learn about each prospect's business, digital presence, and marketing challenges to start relevant conversations and uncover genuine opportunities. The ideal candidate is competitive, curious, resourceful, and motivated by building relationships and generating results. This is an excellent opportunity to grow your digital sales career while sharing in the company's success as an employee-owner.

HYBRID Sales Development Representative Responsibilities

- Research and prioritize target accounts and key decision-makers
- Generate new opportunities through phone, email, LinkedIn, networking, and referrals
- Develop personalized outreach based on prospect needs and business challenges
- Qualify prospects and schedule discovery meetings for senior sales leadership
- Build relationships through consistent, multi-touch follow-up
- Maintain accurate prospect, activity, and pipeline information within the CRM
- Track outreach and conversion metrics to continually improve results
- Collaborate with leadership on targeting, messaging, and prospecting strategy

HYBRID Sales Development Representative Qualifications

- B2B sales development, lead generation, or inside sales experience required
- Service-based industry experience required
- Proven success generating qualified pipeline through outbound prospecting required
- Cold calling, email, LinkedIn, and strategic account research experience required
- Strong communication, organization, and follow-up skills required

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