

Position: Sales Development Representative (SDR)

Location: Houston, TX USA

Department: Sales

Reports to: Vice President of Sales

Company Overview: ONEPREDICT is a leading provider of advanced predictive maintenance solutions, leveraging cutting-edge artificial intelligence and machine learning technologies. Our mission is to enhance the reliability and efficiency of industrial operations by providing innovative, data-driven insights through our digital twin solutions. The company is headquartered in Seoul, Korea and has established the US location in Houston, TX located at 4200 San Jacinto Street.

We are looking for a dynamic and motivated Sales Development Representative (SDR) to join our growing team and help us drive our disruptive innovation technology in various industries. Candidate must be a strong communicator, comfortable cold calling, passionate about technology and mission driven. There is a huge potential for career growth.

Job Overview: As a Sales Development Representative at ONEPREDICT, you will play a crucial role in generating new business opportunities and driving revenue growth. You will be responsible for identifying and qualifying potential customers, initiating contact, and nurturing relationships with key decision-makers. This role requires a proactive and results-driven individual who can effectively communicate the value of our solutions and create a strong pipeline of qualified leads for the Business Development Manager (BDR).

Key Responsibilities:

- **Lead Generation:** Identify and research potential customers through ZoomInfo, including online research, industry events, and LinkedIn.
- **Prospecting:** Initiate contact with prospects through cold calls, emails, and LinkedIn outreach to introduce ONEPREDICT's solutions and services.
- **Qualification:** Qualify leads by understanding their business needs, challenges, and pain points, and determining their fit for ONEPREDICT's offerings.
- **Pipeline Management:** Maintain accurate and up-to-date records of all interactions with leads and prospects in the HubSpot CRM system.
- **Follow-Up:** Follow up with leads and prospects in a timely manner to nurture relationships and move them through the sales funnel.
- **Reporting:** Provide regular reports on lead generation activities, pipeline status, and performance metrics to the VP of Sales.
- **Marketing:** Participate in exhibitions and events. Work closely with the VP of Sales to develop and execute targeted campaigns, and share insights gained from customer interactions.
- **Digital Presence:** Contribute to ONEPREDICT's digital presence by sharing industry insights, writing blog posts, participating in webinars, and engaging on social media platforms to position the company as a thought leader.
- **Collaboration:** Work alongside the BDR and VP of Sales.

Qualifications:

- Bachelor's degree in Engineering, Business, or Marketing.
- 2+ years of experience in sales, business development, or a similar role, preferably in a technology, oil & gas, petrochemical or utility industry.
- Experience in cold calling and emailing.
- Knowledge of industrial AI and IoT technologies is a plus
- Experience selling SaaS is a plus
- Must have the legal right to work in the U.S.
- Track record of successful sales and revenue growth.

Skills:

- Strong communication and interpersonal skills.
- Excellent phone and email etiquette.
- Ability to understand and articulate technical concepts to non-technical audiences.
- Proficiency in using HubSpot CRM software and other sales tools is a plus.
- Self-motivated, goal-oriented, and able to work independently.

Attributes:

- Positive attitude and strong work ethic.
- Strong analytical and problem-solving skills.
- Ability to thrive in a fast-paced, dynamic environment.
- Ambitious and eager to grow into a Business Development Representative in 12-18 months.

Compensation Package & Benefits:

- \$60,000-\$65,000 base salary + commission structure
- Comprehensive benefits package, including best-in-class medical, dental, vision benefits
- 401K retirement savings with company match
- 10 days of PTO + 12 Holidays
- Hybrid work schedule opportunity with up to 2 days working from home.

How to Apply: Interested candidates are invited to submit their resume to Kamran Ali
email: kamran.ali@onepredict.com

Equal Opportunity Employer: ONEPREDICT is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.