

INSIDE SALES

Full Time (Permanent) | Boston, MA

\$50-100k OTE, plus benefits and occasional travel

Due to continued growth, we are currently seeking an enthusiastic Internal Sales Representative to work alongside our US-based Sales Executives and help drive continued business growth.

About HT2 Labs

HT2 Labs is a SaaS product company operating in the Learning Technologies marketplace, rapidly establishing a reputation as THE partner for businesses who want to transform their return on training investment through digital learning.

Our tech innovations support new methods, new tactics and new value propositions in the learning experiences that blue-chip companies create to train their employees. Our customers are some of the largest companies in the world and they succeed because they trust HT2 Labs to take them on a journey into the unknown and guide them in the adoption of new technology.

We embody our innovation strategy in events like the Learning Technology Awards, where we became the first vendor to win six awards in a single year by showcasing our latest innovations and the impact they have on client results.

The Role

As a member of our Inside Sales team, you'll manage sales opportunities from beginning to close and help us blow our targets out of the water. In return we'll give you one of the most competitive reward programs you've ever seen.

You'll be joining one of the EdTech industry's most exciting startups, working alongside our founders to onboard new business customers from a variety of sectors. Our product approach is driven by cutting-edge research & development, giving you access to some of the most innovative SaaS products in the marketplace. Working as a team to execute on well-defined go to market propositions, this is an excellent chance to exceed your quotas and take a ride on the startup journey from Series A to IPO.

You'll be responsible for:

- Responding quickly to inbound leads, readily identifying qualified sales targets from a consistent stream of warm leads.
- Developing qualified sales opportunities to close; reaching and exceeding your quotas for MRR and ACV.
- Identifying, contacting, and qualifying new target sales opportunities through your own leads, industry conferences and outbound campaigns.
- Working with our Customer Success team to identify and close cross-sale and upsell opportunities with our existing customer base.

- Working with the Marketing team to refine the lead generation process and enhance the quality and quantity of leads you receive.
- Accurately forecasting and managing your funnel, attending weekly funnel review meetings and tracking your pipeline accurately with our CRM.

Our Ideal Candidate

We're ideally looking for someone with a bachelor's degree and prior sales experience, perhaps as a BDR, in a B2B software environment. You should consider yourself a 'digital native' - someone who is entirely used to conducting business and life online - and you'll be technically minded and intuitively understand how systems work.

Minimum Qualifications:

- A bachelor's degree and 2 years prior sales experience in a B2B software environment is required.
- You should consider yourself a 'digital resident' - someone who is entirely used to conducting business and life online, you'll be technically minded and intuitively understand how systems work.

Additional Qualifications:

- Demonstrable previous success in meeting or exceeding sales goals.
- Must be customer focused and highly responsive.
- Confident and credible in conversation with senior executives in C-level positions.
- Exceptional verbal and written communication skills with excellent telephone skills and a high level of attention to detail.
- Ability and interest to work in a team-oriented selling environment
- Prior knowledge of online learning or eLearning a major plus, as is an understanding of SaaS business models and KPIs

In Return

Our compensation package is one of the best in our sector - a solid base salary with excellent OTE rewards with highly achievable targets (and big rewards for exceeding quota). Health packages plus pension contributions and 25 days paid vacation per year (plus sick leave, plus national holidays, plus Christmas / New Year) from day one.

You'll be required to travel outside the USA to work alongside teams in UK a couple times each year. You'll be working in our Boston Office.

We are committed and passionate about giving people better opportunities in life through learning. We take our mission seriously, but we're small enough to remain flexible and enjoyable as a work environment - office dogs, standing desks and unlimited supplies of cake - we've nailed the whole 'startup' thing.