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Sales Development Representative

Please send resume to Jacob Genal, Director of Strategic Alliances
jgenal@ivosystems.com

IVO Systems, Inc. is looking for an exceptional Sales Development Representative to join our growing team. This is an hourly wage plus uncapped commission position, who will work directly with our Founder/CEO.

About the Role:

Full-time role designed for a recent graduate with sales experience, working in-person out of our Capitol Square office in Madison, Wisconsin.

Responsibilities:

- Reach out to prospects via email, phone, and LinkedIn to educate them on our solutions
- Qualify those prospects to determine whether or not they're a good fit for IVO Systems
- Set meetings with key decision makers to evaluate our solutions
- Organize and take thorough prospect notes in HubSpot
- Learn our offerings inside and out to educate prospects on the best solutions for them
- Support the CEO in maintaining a high level of organization and efficiency
- Perform other duties as assigned to ensure smooth business operations

About You:

- You've recently achieved a degree in Business Administration, Management, a related field, or have equivalent work experience
- You have a track record of driving results
- You're hardworking and goal oriented, with strong attention to detail and accuracy
- You have a positive attitude, growth mindset, and view challenges as learning opportunities
- You have previous sales/work experience and/or an understanding of the construction industry
- You are proficient in Microsoft Office Suite (Word, Excel, PowerPoint)

Benefits and Perks:

- We have an office on the Capitol Square in Madison, WI and offer a flexible work schedule but would require you to be locally based (work in office), unless you are an exceptional candidate with reason to work remote.
- Work directly with our founder who has more than a decade of experience in the heavy civil construction industry and created the solution he wished he had.
- We are growing fast, and this is an opportunity to grow with us as we expand our team.

About IVO Systems, Inc:

- We are a fast-growing B2B SaaS Company with venture backing from TitledTownTech (Microsoft and the Green Bay Packers), that has proven its product in the market with customers nationwide.
- We are trying to improve communication between the field and office in the construction industry, by providing easy to use software that intuitively meets the needs of our customers.
- We provide cloud-based software solutions where our platform integrates the critical operations including equipment locations/dispatching, equipment repairs/maintenance, employee scheduling, and more.
- Our primary clients are heavy civil (road builders) who are struggling to manage their operations but are unaware of the software solutions available to help them.

Thank you for your interest.