



Role: Account Development Representative

Over the last few years, the live event production industry has been adopting Shoflo's rundown and production management software into their daily workflows and lives. Shoflo continues to grow its footprint in the live event industry and is currently being used across a broad range of the production marketplace. For many of the companies showing interest in improving their workflow with Shoflo, it is very helpful to engage with an expert of the Shoflo software, helping them identify a product fit, an appropriate plan to purchase and ultimately adopt the software successfully.

Shoflo is seeking an "Account Development Representative" (ADR), to join the team and be responsible for welcoming prospective customers to the Shoflo software. This position offers an abundance of professional growth opportunity with a focus on sales and business development.

We're looking for someone with the following qualities:

- An enthusiastic, outgoing personality and natural ability to engage people in conversation
- Highly proficient with tech, specifically web-based software applications like a CRM, google suite, etc.
- A curious and self motivated problem solver, with a strong desire for professional development
- High professional empathy with the ability to "put yourself in the shoes" of various roles in different types of production industries with the ability to flex your sales style to match vertical specific nomenclature, challenges, workflows, and key closing points
- Capable and comfortable with a high volume of phone calls and emails to warm leads

Key Responsibilities of an Account Development Representative

- First responder to the flow of inbound leads (around 250/month)
 - Connecting with leads to identify a product fit and guiding them on the purchasing process
 - Scheduling product demonstrations
 - Quoting and closing initial sales opportunities
 - Recording customer and sales information, collecting payment, account set up
- Preparing for and attending Conferences (1-4 per year)

Qualifications:

- 1-5 years sales experience, SAAS sales a bonus
- College Degree - Business and Communication preferred
- Located In Orlando

If this sounds like you, then we'd like to chat. In addition to an amazing culture, we offer a competitive salary + commission structure, 100% health insurance coverage, life insurance, flexible PTO, work remote wednesdays, tasty kitchen treats, a central downtown Orlando office, and the chance to be a critical hire at a rapidly growing tech company. Please email your resume to:

Direct Manager: Brian Mauger, Sales Director brian@shoflo.tv, 407.502.5250