



ELPRO is a global Swiss manufacturer of innovative solutions for monitoring critical climate data in various supply chain processes serving the pharmaceutical, life science, healthcare, and logistics industries. ELPRO employs 200+ employees worldwide and owns subsidiaries in Switzerland, Germany, UK, Benelux, the Nordic countries, Singapore, and Hungary. To support our American team, we have an immediate need to fill the following position:

## Sales Development Representative, Full-time – Remote USA

### Job responsibilities

- > Promoting and marketing ELPRO business through extensive and persistent cold calling, emails, and communication(s) to prospective clients
- > Scheduling initial prospecting meetings for sales team members
- > Providing in-depth information to the sales team to enable the most qualified productive demos
- > Researching and evaluating additional leads/prospects through web research
- > Meet or exceed assigned quota of a minimum of 40 calls / 30 emails per day
- > Working together with the field sales rep to grow a specific sales territory
- > Working with field sales rep to support the acquisition of new accounts in the region
- > Help as needed to build awareness on special projects/events
- > Maintaining all contacts/opportunities and recording all progress in sales CRM
- > Regular open communication on strategy progress with field sales counterpart

### We offer

- > Helpful and motivated colleagues
- > Friendly working atmosphere
- > Structured onboarding program
- > Independent and accountable work environment

### TO APPLY CONTACT:

Ed Difilippo, Vice President Sales & Marketing,  
North America  
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**we prove it.**

### Preferred background

- > 1+ years of progressively responsible marketing, inside sales, or business development related sales experience (preferred)
- > Proven track record demonstrating strong articulation of a product selling points vis phone & email
- > Ability to assist in coordinating sales functions including prospecting and lead research
- > Temperature monitoring knowledge is highly preferred but not required
- > Positive attitude and demonstrated ability to deal with rejection
- > Strong oral and written communication skills along with excellent listening skills
- > Ability to develop rapport, influence others, and maintain strong working relationships
- > Demonstrated ability to explain complex solutions clearly
- > MUST be self-motivated, persistent, and able to work independently

### Your personality

- > Team player
- > Open minded
- > Positive mental attitude
- > Willing to learn

**ELPRO Services, Inc.**  
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[elpro.com](http://elpro.com)