

At Dragon Army, our team is the most important part of our company. And our values are what help us make sure we bring in the right new team members. They are: Team First, Think Positively, and Have Fun. So right off the bat, we need to know if you think these are good values for YOU. If this sounds like your kind of thing, keep reading.

We're a mobile experience company. We strive to build remarkable mobile products and experiences for Fortune 1000 companies. And we're looking for an incredible Junior Sales Development Representative (SDR) to join our growing team.

Responsibilities

Dragon Army is looking for a high-energy individual who can work autonomously, and set and meet goals as they initiate conversations with new potential clients. This person should understand our mission & mobile initiatives, care about creating / nurturing relationships, and have the positive attitude required for successful sales efforts.

Required Skills and Experience

This is a great opportunity for someone looking to continue growing with the help of our amazing leadership. The right person will need to have the following skills and characteristics:

- At least 1 year experience in Sales
- Experience with prospecting and marketing tools such as: Salesforce, LinkedIn, SalesLoft Cadence, etc.
- Great problem solving abilities
- Excellent verbal and written skills
- Is a self-starter and always looking to learn new skills
- Understand the importance of a great first impression
- Comfortable being on calls with potential new clients on a daily basis
- Can coordinate and set-up demos and presentations for senior leadership
- Can adapt easily to new environment and requests
- Has a genuine interest in connecting with new prospects and actively engaging with both new and existing leads
- Exceed quotas (monthly and quarterly)

Sound like something you'd be into? Drop us a line at jobs@dragonarmy.com and we'll get back to you.

Our benefits are pretty great. They include things like unlimited vacation, 401k, and we can't forget to mention our **annual company cruise**.

Dragon Army is an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.