



To apply, please email resume to:
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Aplos is the largest nonprofit & church management software on the market. We've served over 40,000 organizations since our inception in 2009. Our all-inclusive platform provides a built-in fund accounting system, dynamic CRM, fundraising & giving tools, online donations & payment processing, integrated payroll, email marketing, website builder, and much more.

Aplos made the Inc. 600 list in 2018, making it one of the fastest growing companies in the U.S. Our innovative team continues to push the envelope with new software features, industry vertical exploration, and marketing strategies.

With a leadership team made up of start-up pioneers, Silicon Valley veterans, and serial entrepreneurs; Aplos is charging ahead as a leading brand in the nonprofit SaaS market.

Enough about us for now. It's time to talk about you!

Position: Sales Development Representative (SDR)

Overview:

We're looking for an energetic, goal-oriented, and ambitious Sales Development Representative (SDR) to join our team. The SDR position plays a crucial role in accelerating Aplos company growth, while also acting as a launching pad for your career in sales. As a SDR, it will be your responsibility to qualify active buying interest. Typically, the SDR will be one of the first people at Aplos that a prospect speaks to, so it will be your responsibility to deliver a compelling and value-led brand experience that sets the stage for Sales to close deals and for future account growth opportunities.

Ideal candidates should be eager to advance in our organization by demonstrating their ability to be metrics-driven, competitive, and tenacious self-starters. We are looking for someone who has a positive attitude and is highly motivated to learn and grow within the organization. If you are an overachiever and want to contribute to a team that will truly appreciate your dedication and hard work, consider joining Aplos today.

Hours: Full-time

Benefits:

- Health, Dental and Vision Insurance
- Paid Holidays
- Paid Time Off
- Retirement Plan
- And more!

Primary Office Location: Fresno, California

Remote Work Option: Yes

Responsibilities:

- Be one of the first points of contact for prospects interested in Aplos.
- Serve as the link between sales and marketing by aligning the quantity of leads with each month's goal of created opportunities.
- Contact (email and/or call) a high volume of leads each day to ensure that they are fully aware of the platform's capabilities and are qualified to move forward with a demonstration
- Schedule demonstrations of Aplos with qualified leads based on monthly team goals
- Track each lead through the qualification process and update the database on a regular basis
- Evaluate each lead's goals and purchase authority, and communicate their state in the buying process to the sales team to ensure effective product demonstrations.

Qualifications:

- A need to thrive in a fast-paced, high-energy environment
- An unrelenting drive to learn, succeed, and lead by example
- Superior pre-call planning, opportunity qualification, and objection handling skills
- Confident communication skills - both verbal and written
- Customer-focused and passionate for client success at all times
- Detail-oriented and supremely well-organized with strong attention to detail
- A team player, excited to work effectively and cross-functionally within all levels of management, both internally and externally
- Experience with Salesforce.com or Hubspot a major plus