



Vega is seeking to hire a skilled **Sales Development Representative**. In a rapidly growing cloud startup, you have the opportunity to join an amazing team led by awesome founders, who have over a decade of experience. The ideal prospect is highly productive, fun, and thrives in a fast-paced startup environment.

Our Culture

Our number one goal at Vega is happy culture, happy people, happy clients. In addition, we are obsessed with helping businesses achieve greater security and optimization. We encourage creative problem solving, rapid innovation and bold goal-setting. Our relatively flat organization structure keeps everyone informed and enables people to get involved in solving the problems they care about most. We are a close-knit team moving fast to deliver value to our customers and continue pushing the envelope as we innovate for ease of cost savings & security in the public cloud.

Your Mission

- Develop a pipeline of viable prospects
- Research potential Vega customers and identify the decision-makers
- Responsible for qualifying leads at the initial stages of sales funnel
- Create and optimize outreach cadences using email, phone and social platforms
- Build rapport and trust with potential clients
- Track and share prospect feedback to help refine sales and marketing strategies

Requirements

- Team player with a positive attitude
- 6+ Months of SDR experience
- Self-starter, organized and manages time well
- Strong written and verbal communication skills

Please submit your resume to careers@vegacloud.io with the title of the role you're seeking as the subject line.