

Sales Development Representative (SDR)

Is Wordle your jam? Do people tell you that you have the “gift of gab”? Does crafting scrappy, yet creative solutions to complex problems get you hyped? We’re looking for YOU to join our growing sales team and help Pocketnest sales explode.

We’re Pocketnest, a fast-growing, award-winning, venture-backed fintech startup—*now say that 10 times fast!* We thrive in our creative, collaborative, build-cool-shit environment and are seeking a skilled biz dev strategist who will, too. We’re on a mission to bring financial wellness to the masses—not just the elite and self-proclaimed finance nerds.

We’ve earned our chops at both large and small companies and believe our team culture is like none other. With a social cause at the heart of the business and with a servant leadership mindset, we’ve built the biz on our core beliefs: people matter, scale with purpose, hire intentionally and live to serve. While the company will continue to burst at the seams, we never want to outgrow our scrappy and quirky roots. Oh, and we expect to laugh our asses off at least once a day.

Sure, we say Pocketnest is the best place to work in the world, but don’t just take our word for it. We’ve earned some impressive accolades over the years, including Best Place to Work (2021), Top Startup in the Midwest (2020, 2021, 2022), Top Global Fintech Company (2020) and Top North American Startup (2020).

Now, for the nitty gritty deets...

Your Impact & Role

Your role will be to seek, nurture and convert new business opportunities for our employee wellness platform. Your prospects are HR Directors, Heads of People, SHRM, and Heads of Wellness at companies that strongly value corporate culture and employee wellness.

- Proactively seek new business opportunities
- Identify, nurture and convert employee wellness sales leads
- Work directly with chief marketing officer to align on sales messaging and product marketing
- Coordinate and host virtual sales pitches and product demos with prospects
- Consider product solutions to increase customer engagement and retention
- Report to the Business Development team (for now, led by the CEO/founder) and presents weekly/monthly/quarterly results to pocketnest leadership team on sales results
- Stay up-to-date with product/services features, benefits, and pricing/payment plans

Qualifications/Skills

- Experience as a Sales Development Representative, Sales Account Executive or similar role
- Proven success developing and nurturing, and closing sales leads from marketing initiatives



- Hands-on experience with sales techniques (including cold outreach, email marketing, and conferences/events)
- Track record of achieving sales quotas
- Experience with CRM software (we use Hubspot)
- Ability to analyze, strategize and present sales performance metrics to leadership team
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations
- Prior experience working at a start-up is a plus, but not required

Extras

- Thrives in a scrappy startup environment (and all the chaos and fun this world brings!)
- Doesn't just say they're a "team player," but actually leans into collaboration
- Comfortable wearing multiple hats and participating in non-biz dev-specific activities to contribute to the overall success of the team

Compensation, Benefits and Remote Work

- Compensation range \$63,000-\$100,000 including base (\$50k), commissions and quarterly bonuses
- Pocketnest offers a competitive salary package, including benefits like health insurance, vision insurance, and short- and long-term disability.
- Pocketnest has an employee stock options plan and current options pool
- Wanna work in Guam? Cool! We're not a butts-in-seats kinda place. We welcome remote workers AND those interested in working in a team/office environment.

TO APPLY FOR THIS POSITION, PLEASE EMAIL HELLO@POCKETNEST.COM