

# FI Sales Development Rep.

## Company Description

Autobooks works hard to make small business banking simple. Through our partnerships with banks and credit unions, small business owners can gain access to a modern suite of tools to help making running their business easier.

When you join Autobooks, you're joining a team dedicated to small business growth. We want your ideas, passion and experience to continue improving what we offer.

Our downtown Detroit HQ is in the vibrant Madison building, named one of the World's Coolest Offices by Inc. Magazine. Autobooks also has a growing presence in Texas with a satellite office in Austin; and offers flexible, remote work environments for certain roles.

Ready to help change what it means to do small business? Let's talk.

## What are we looking for?

Reputation takes a lifetime to build and a single decision to ruin. Those on the front lines for Autobooks are crucial in telling our story to Financial Institutions (FI) as we own a new category in banking – Small Business.

We are looking for a Sales Development Rep. that has a passion to grow a career in enterprise sales and desires the opportunity to make their mark on a rapidly growing FinTech.

Working for a growing startup is incredibly rewarding for the right person. Passion for helping Financial Institutions better serve their customers/members is a must.

The buying journey of an FI is complex and long. Only the tenacious and naturally optimistic thrive.

## What a successful Sales Development Rep. does at Autobooks...

- Meets and exceeds sales quotas (monthly; quarterly; annually)
  - o Generates new qualified FI Sales Opportunities for Channel Sales Executives
- Masters the ability to evangelize Autobooks products
- Creates and executes prospecting plans in collaboration with Channel Sales Executives
- Discovers FIs needs & objectives; aligns AB solutions and effectively communicate our compelling story
- Understands the challenges facing FIs, especially as it comes to innovative digital solutions that meet SMB needs
- Builds meaningful relationships with partners
- Attends conferences and events as needed (when appropriate post-Covid)

## We have a strong belief (loosely held) that there's isn't just one type of enterprise sales style that thrives at Autobooks. Here's some of the criteria we have found to move the needle...

- Genuinely passionate
- Detroit Hustle (work ethic)
- Embraces a growth mindset
- Coachable (persistently seeks feedback to improve)
- Situational fluency

- Naturally collaborative; embraces leading a #TeamSale
- Seeks to understand in order to effect meaningful change
- Insatiable curiosity
- Loves the fast pace environment that comes with working at a scaling FinTech
- Takes pride in their work and impact they have on a company

**Qualifications:**

- Experience in selling to financial institutions is highly preferred
- Strong references
- Experience in leveraging sales tools such as:
  - o Salesforce.com
  - o LinkedIn (Sales Navigator)

**Job Type:**

- Full Time

**Job Location:**

- US
  - o We are looking for the very best which means we will meet you where you are at