

SALES DEVELOPMENT REPRESENTATIVE

Entry-Level Technology Sales Opportunity

Location	Houston, Texas	Department	Sales
Employment	Full-Time	Experience	Entry Level

About Navusoft

Navusoft provides modern CRM and ERP software designed specifically for the waste and recycling industry. Our platform helps private haulers and municipal service providers manage their customers, billing, dispatching, routing, reporting, and daily operations more efficiently.

We are growing our sales organization and looking for a motivated, curious, and competitive Sales Development Representative to join our team in Houston.

Position Overview

The Sales Development Representative will be responsible for identifying and engaging prospective customers, building relationships with industry professionals, and creating qualified sales opportunities for Navusoft's sales team.

This is an entry-level position designed for someone who wants to begin or accelerate a career in technology sales. The ideal candidate is an effective communicator who is comfortable reaching out to new people, learning a specialized industry, and working toward measurable goals.

You will receive training on Navusoft's platform, the waste and recycling industry, prospecting strategies, and the fundamentals of a successful software sales process.

Key Responsibilities

- Research private waste haulers, recycling companies, municipalities, and other prospective customers.
- Identify appropriate decision-makers and maintain accurate contact information within the company CRM.
- Conduct outbound prospecting through phone calls, personalized emails, LinkedIn, and other approved channels.
- Introduce prospective customers to Navusoft and clearly communicate the value of our CRM and ERP platform.
- Qualify prospects by learning about their current software, operational challenges, business priorities, and potential purchasing timeline.
- Schedule discovery calls and product demonstrations for Account Executives.
- Partner with the sales and marketing teams to execute targeted outreach campaigns.
- Follow up with prospects after conferences, industry events, marketing campaigns, and prior sales conversations.
- Maintain accurate records of prospecting activity, conversations, and next steps.
- Consistently work toward individual activity, meeting, and qualified-opportunity goals.
- Develop a strong understanding of Navusoft's products, competitors, customers, and the waste and recycling industry.
- Participate in coaching, call reviews, team meetings, and ongoing professional development.

Qualifications

- Bachelor's degree preferred but not required.
- Zero to two years of professional experience.
- Strong written and verbal communication skills.
- Comfortable speaking with new people by phone, email, and video.
- Motivated by goals, measurable performance, and professional growth.
- Organized, dependable, and able to manage multiple follow-up activities.
- Curious and willing to learn a specialized industry and complex software platform.
- Able to accept coaching and apply feedback quickly.
- Positive, persistent, and professional when handling rejection.
- Comfortable working collaboratively in an office environment.
- Previous experience in customer service, hospitality, retail, athletics, fundraising, or another results-oriented environment is a plus.
- Experience with CRM software, LinkedIn, or sales prospecting tools is helpful but not required.

What Success Looks Like

During the first several months, the Sales Development Representative will:

- Develop a working understanding of Navusoft's platform and target customer profile.
- Learn how waste and recycling companies manage their customers and operations.
- Build accurate and well-researched prospect lists.
- Consistently complete daily outreach and follow-up activities.
- Generate qualified meetings and sales opportunities for the sales team.
- Communicate professionally with prospective customers and represent Navusoft effectively.
- Demonstrate continued improvement through coaching, preparation, and consistent execution.

Why Join Navusoft?

- Begin your career in the growing technology and software industry.
- Receive hands-on sales training and direct coaching from experienced sales leaders.
- Learn a specialized and essential industry with significant opportunities for modernization.
- Gain experience selling a comprehensive business software platform.
- Work in a collaborative, entrepreneurial environment where individual contributions are visible.
- Build a foundation for future advancement into an Account Executive, Account Management, Sales Operations, or other commercial role.

This role is based in Navusoft's Houston, Texas office and is intended to provide a strong foundation for long-term growth within the company's commercial organization.

Equal Opportunity

Navusoft is an equal opportunity employer. We consider qualified applicants without regard to race, color, religion, sex, national origin, age, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by applicable law.