



Connections Development Representative

Title: Connections (Sales) Development Representative
Reports to: Connections Development Manager
Department: Connections (Sales)
FLSA Status: Exempt, Full-Time
Location: Remote - **Eastern Time Zone**
Compensation: Base salary plus opportunity for incentive pay

Company Description:

At Garten, we take happiness seriously. We are committed to a healthy employee experience and dedicated to a world-class team environment for both our ambassadors and our partners. We bring positive cultural change, built on healthy eating and mindfulness, into hundreds of companies across the country. Through our various programs, we are combating stress in the workplace which is the 5th leading cause of death in the USA.

Job Description:

Our Sales team is called the Connections team because we are all about making impactful connections. Reporting to the Connections Development Manager, our Connections Development Representatives are Garten's strongest evangelists – driving our mission forward. With a mix of strong process and creativity, you will help increase new business revenue through both inbound and outbound opportunity generation and telling the Garten story.

The CDR role is structured and driven by results. You will learn rapidly about how organizations are developed, how they grow and change with scale, what hurdles they must overcome, and how focusing on health, nutrition and wellness can shape and change people's lives. We're excited for scale – we want to bring bliss to as many people as we can and you will set our pace of growth!

Responsibilities:

- Partner daily with CDR team and Account Executives to analyze, improve and execute winning prospecting strategies
- Manage both inbound and outbound activities across various company product channels and market regions
- Navigate accounts to identify the right personas in every organization, set meetings, and create qualified opportunities
- Use creativity to generate unique messaging outreach to capture high-level and diverse audiences
- Connect daily with contacts through multiple platforms including phone calls, email and social media (High volume of 70-100+ activities per day)
- Regularly maintain CRM & other sales systems by ensuring information is accurate and up to date
- Work closely with Connections Development Manager, Head of Connections, and Sales Enablement to cultivate ongoing success, learning and development
- Collaborate with Marketing team to help improve efficiencies between both departments including campaigns, messaging and events
- Additional projects and responsibilities as assigned



About You:

You are an energetic and ambitious sales professional who wants to make a difference and positively impact the growth trajectory of Garten because you are passionate about wellbeing. You want more and just meeting expectations is not what you strive for. You possess the following criteria:

- Proven track record of high achievement through sales growth
- Ability to remain positive and work in a challenging, fast-paced, and evolving startup work environment
- Excellent written and verbal communication skills
- Inspired by curiosity; you pick things up quickly and are comfortable asking questions
- High emotional intelligence and strong interpersonal skills
- Excellent organization and multitasking ability while working under pressure
- Adept at handling resistance and ok with being told “no”
- Healthy competitive spirit with a winning and team-player attitude
- Bachelor’s degree strongly preferred
- Fluency in English required
- Minimum 1 year Sales Development experience or similar role required
- Proven ability to meet or exceed mid-market/enterprise sales quotas strongly preferred
- Open to feedback and always looking for ways to improve!

Physical Requirements:

- This is a remote work/virtual role. Access to reliable high-speed internet & appropriate working space required
- Must be able to sit and stand for long periods of time while using a computer and/or smartphone
- Occasional travel to company and client sites may be required

About Us:

Our mission is to empower people to live healthy and blissful lives. We bring delicious and nutritious food and wellness opportunities to where people spend a majority of their work life, whether in an office or at home. We seek out the healthiest and tastiest foods to ensure that our customers are happier, healthier and more productive.

Our cultural values are FORCE (family & fun, openness, respect & result, collaboration & curiosity, and empowerment & excellence). If you are passionate about your health, organic food, nutrition and wellness and are looking for a fast-paced, fun place to work with a vibrant culture, we want you to join our team!

Benefits Include:

- Medical, Dental and Vision healthcare plans
- Short and long-term disability, life insurance
- Employee Assistance Program (EAP)
- 401(k) Plan
- Flexible work schedules and Paid Time Off
- Daily wellbeing breaks and Garten Time Friday’s
- Meditation & personal wellbeing activities encouraged
- Occasional wellness events and learning opportunities



If you'd like to apply, please send us your cover letter and resume to recruiting@garten.co. If we think you may be a good fit we'll reach out to schedule an interview!

**Garten is an Equal Opportunity Employer that does not discriminate on the basis of actual or perceived race, creed, color, religion, alienage or national origin, ancestry, citizenship status, age, disability or handicap, sex, marital status, veteran status, sexual orientation, arrest record, or any other characteristic protected by applicable federal, state or local laws. Our team is dedicated to this policy with respect to recruitment, hiring, placement, promotion, transfer, training, compensation, benefits, employee activities and general treatment during employment.*