



Sales Representative

OVERVIEW

We're looking for a **Junior Sales Representative** to help us scale our outreach, book more meetings, and showcase our revolutionary O&M focused electrical network simulation platform, **Circuit SIM** - Powering SLD Wisdom.

We're Agile Handover — a fast-growing software company helping electrical O&M teams move from outdated paper-based single line diagrams to interactive, simulation-ready digital tools. Our flagship product, **Circuit SIM**, is trusted by data centers, hospitals, and campus facilities to plan shutdowns, train teams, and troubleshoot faster.

DUTIES AND RESPONSIBILITIES

- Research and identify high-potential leads in target industries (data centers, hospitals, and campus facilities)
- Send thoughtful outbound messages via email, LinkedIn, and calls
- Build and manage prospecting campaigns and follow-up cadences
- Qualify leads and schedule product demos for senior sales team
- Maintain accurate records in our CRM and report on outreach metrics
- Collaborate with sales and marketing to refine messaging and targeting
- Share industry insights and feedback to improve positioning and product-market fit

QUALIFICATIONS

- 0–3 years of sales, business development, preferably in software and/or services
- Self-motivated, results-driven approach
- Organized, coachable, and proactive
- Strong communication and writing skills
- Technically curious: excited to learn about electrical systems and simulation

Opportunity

- Ground-floor in a growing B2B tech company
- Hands-on mentorship from founders and sales leadership
- Path to grow into a full-cycle Account Executive or Sales Engineer role
- Base salary + performance-based commission
- Remote-first team culture and flexible schedule

WORKING HOURS

This is a full-time, **40-hour-per-week** position that requires you to work virtually from home in Virginia or Texas. Candidates must have access to their own reliable computer or laptop and high-speed internet.

APPLY HERE

<https://www.agilehandover.com/contact-us/>
