

60 Decibels Inside Sales Associate (New York)

[60 Decibels](#) is a tech-powered impact measurement company that makes it easy to listen to the people who matter most. We've been in business as an independent entity since early 2019, when we spun out of the global Impact Investor [Acumen](#).

We believe that the best way to understand social impact is by talking to the people experiencing that impact. It sounds obvious when you say it, but that is not the typical practice for many impact investors, corporations and foundations working to create social change.

We collect social impact data directly from beneficiaries (customers / employees / suppliers) using our network of 1000+ trained researchers in 70+ countries. We do it quickly and without the fuss typically associated with measuring social impact. Our researchers speak directly to customers to understand their lived experience; and our team turns all this data into benchmarked social performance reports, with accompanying insights, to help our clients demonstrate and improve social performance.

By making impact measurement simple, scalable, and comparable, we not only enable organizations to improve their products and services; we also help transform what it means to credibly measure impact, ensuring that the voices of those who matter most are always part of the story. **If you're similarly passionate about our mission and excited about the opportunity to help grow a dynamic business, we're looking for an Inside Sales Associate to join our team.**

About the role: This role is focused on identification of new potential clients for 60 Decibels, and outreach to these new potential clients. Your primary responsibility will be to build the sales pipeline for our CEO (Sasha Dichter), working closely with him on all aspects of strategy, content and outreach. Bandwidth permitting, you will expand your role to provide similar support to our Head of Sales (Lindsay Smalling) and other members of our sales team. The role requires a high degree of organizational skills; a can-do, entrepreneurial attitude; excellent research and connecting-the-dots skills; strong writing skills; comfort with ambiguity; proactivity; and someone who thrives in a fast-paced environment.

Specifically, your responsibilities will include:

- Work closely with our CEO and other sales team members to understand their sales priorities, targets, and approaches.
- Manage our CEO's sales pipeline, tracking all opportunities in our CRM (Airtable), and supporting outreach across his pipeline.
- Conduct research and outreach to identify new potential sales targets. You will do this in a generative fashion, looking to leverage the strong network of support around 60 Decibels. This is a relationship-based role, not one in which you will be sending out hundreds of cold, spammy emails.

60 _ decibels

- Work as an integral member of our Sales team, developing a replicable, scalable approach for our newly-created inside sales function. This will include process development; metrics development / tracking; testing of different outreach strategies; developing new sales collateral (e.g. powerpoint decks and introductory one-pagers), updating existing resources, and supporting proposal and RFP outputs.
- Drive the lead generation stage of the sales lifecycle for our CEO and other sales team members.
- Where relevant, join external sales meetings and manage internal follow up processes to move opportunities through the pipeline.
- Proactively support the team in completing special projects where relevant.
- Model [our company values](#).

About You: First and foremost, you bring compassion and dedication to this work because it matters to you. You have an excellent eye for detail, thrive in an environment where you are juggling multiple things at once, and take personal accountability seriously: when you say you're going to do something, you do it.

Other characteristics that will help you succeed in this role and be a great cultural fit: you have a bias towards action—you get your hands dirty—and you actively tackle problems in ways that lead to great outcomes. You successfully balance flexibility and rigor, and embrace taking strategic risks and growing from mistakes. Ultimately, you are eager to do the work to build something new and (we hope) important to the world.

We also expect that most candidates will have had the following experiences / attributes. If your experience set differs, but you think you're the right person for the job, say that in your application.

- 2-4 years experience in consulting, start-up, social enterprise, impact investing, or a corporate environment
- Superb communication skills, both verbal and written. Experience with sales outreach is encouraged.
- Excellent PowerPoint skills. High levels of comfort with new technology (e.g. we use Airtable extensively).
- Great core skills of problem solving, teamwork, and project management. And great soft skills, plus the understanding that they're not really "soft" at all.
- Knowledge and passion for socially impactful work
- Comfort in a fast-paced, entrepreneurial environment; awesome ability to prioritize and manage multiple workstreams; general interest in and orientation towards technology.

60 _ decibels

Interested in applying?

Deadline: Candidates are encouraged to apply early, as applications will be reviewed on a rolling basis.

Location: The Inside Sales Associate will join us in our New York office.

Compensation: 60 Decibels offers a competitive salary and benefits package and the opportunity to work in a flexible, fun and supportive environment. In New York, the salary for this position is \$75,000 - \$80,000 plus incentive pay, commensurate with qualifications.

Application: To apply please fill out [this application form](#) where you will be asked to upload:

1. Your resume
2. Two short videos (1-2 minutes per video) or written statements in which you respond to the following questions:
 - Question 1: Tell me your story: where you're coming from, what you've done in the world that you're passionate about (in work or otherwise), your ambitions for your future, or whatever else you think is relevant in explaining who you are.
 - Question 2: Why do you think you are a good fit for this role? What are the unique strengths you bring, and what are your weaknesses?

60 __decibels

Want to get to know us a little better?

> Sign up to receive [The Volume](#), our monthly collection of things worth reading.

> Visit our website at 60decibels.com.

> Read about our team values [here](#).