



Sales Development Representative or Business Development Manager

📍 Киев,

Компания: Kordie

Рубрики: [Реклама, маркетинг, PR](#), [Работа за рубежом](#), [Гостиничный бизнес](#)

Пожелания к сотруднику

Образование: полное высшее
Опыт работы: обязателен
График работы: удаленная работа

Описание вакансии

Job Type: full-time, remote work.

About the Company:

We are a digital startup in the hospitality sector dedicated to providing state-of-the-art online education for hotels.

Our global mission is to help hotels transform their businesses in a fast-changing environment. To thrive amidst continuous innovation and disruption, businesses need to adapt and transform faster. We help hotels accelerate and enforce their teams.

About the Role:

We're looking for a Sales Development Representative with proven work experience as a Sales Development Representative, Sales Account Executive or similar role in e-commerce, e-learning or hospitality sectors.

Required skills:

- Near-native proficiency in English, exceptional writing skills (C2 Proficiency).
- Industry understanding and experience in the hospitality business is preferred.
- Exceptional communication and interpersonal skills.
- Hands-on experience with multiple sales techniques like cold-calling, social outreach, cold emailing, etc.
- Advanced technical skills, including the ability to comfortably manage your work through a sales CRM (Monday).
- Experience in gathering in-depth knowledge of a client's business, organizational structure, and business processes to drive sales.
- Experience scaling and managing sales team (2 - 10 in team).
- Ability to work in a fast paced, team environment with excellent time management and organizational skills.
- Be a self-motivated problem solver with outstanding attention to detail.

Responsibilities:

- Qualifying warm leads via email, phone, social media platforms.
- Leveraging various platforms such as Monday CRM, Monday project management tool, Calendly, Zoom, PandaDoc, Dropbox and more to engage, and follow-up on leads.
- Setting appointments to further engage with the best prospects.
- Utilize CRM systems to manage sales pipeline and efficiently drive sales to close.

- Tracking key performance statistics to become the best professional you can be.
- Provide insightful feedback from prospect conversations to product and marketing leadership.
- Building a team: build and train an excellent B2B sales team to support you as we scale.

Benefits:

- Decent compensation.
- Flexible vacation policy.
- Flexible schedule.
- Opportunities for professional development.
- Great team with 100% jerk-free core values.

This is a great opportunity for creative and ambitious professionals who wish to develop in hospitality with focus on innovative segments of the business.

Sounds good to you? Send us your application online.

Only successful candidates will be contacted.

*Please, expect test assignments.

Контактная информация

Контактное лицо: YevheniiaKyrychenko

Сайт: <http://kordie.com>