



Ваш надежный помощник

Sales Development Representative (SDR), 20000 грн.

📍 США, 🕒 18 ноября
2023

Компания: [B2B Discount INC.](https://jobs.ua/company/id/1633292) (<https://jobs.ua/company/id/1633292>) ([Все вакансии](#))

Рубрики: [IT, WEB специалисты](#), [Торговля, продажи, закупки](#), [Работа за рубежом](#)

Пожелания к сотруднику

Образование: полное высшее
Опыт работы: от года
График работы: удаленная работа

Описание вакансии

We are actively seeking an experienced and highly motivated Sales Development Representative (SDR) to steer our sales team toward unprecedented success.

B2B Discount is a B2B platform for companies engaged in global trade. We provide SMBs with the possibility to promote their products and reach out to relevant buyers around the globe, with the purpose of scaling their business and increasing sales.

What You'll Do:

- Generate interest for "B2B Discount" through cold emails, and outreach to prospective customers
- Generate new leads using prospecting tools (like Apollo.io) and other best of breed sales tools
- Understand and effectively communicate our offering to a variety of prospects
- Manage and maintain a pipeline of interested leads
- Leverage CRM to maintain a customer base and increase sales

What We Are Looking For:

- Successful experience in SDR / Lead generation roles (1+ year)
- The ability to write succinct, thoughtful, personalized messages and emails
- Demonstrated expertise in cold outreach methods, including but not limited to email and LinkedIn.
- Proficiency in English at the upper-intermediate level or higher is required.
- Proficiency in utilizing automation tools for sales and cold outreach, as well as CRM systems

We offer:

- Remote work with a flexible schedule that gives you the opportunity to work from anywhere.
- Decent and timely salary to make you feel valued and motivated. Rate plus bonus for attracting new leads.
- Opportunities for development in different areas so you can expand your knowledge and skills.
- A performance-focused culture devoid of micromanagement.

We invite you to take a test task. We will send you a link in personal messages.
After completing a short test task, we will invite you for an interview.

Контактная информация

Телефон: +38 (063) 029-16-44

Контактное лицо: ПавлоСергієнко

Сайт: <https://b2b.discount/>

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