Ваш надежный помощник

Sales Development Representative, 48000 грн.

Киев, 11 октября 2024

Компания: CML Team (https://jobs.ua/company/id/1579189) (Все вакансии)
Рубрики: IT, WEB специалисты, Торговля, продажи, закупки

Пожелания к сотруднику

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

Описание вакансии

Вимоги, побажання:

- Experience in IT outsourcing/outstaffing
- Ability to be persistent and creative in clients' identification and reaching out processes
- Self-motivated and eager to take on new challenges thrown your way
- Ability to work in fast-paced and dynamic challenging environments
- Upper-Intermediate English level (reading and writing)
- Excellent verbal and written communication skills
- Analytical mindset

Обов'язки:

- Strategically support the sales team by prospecting and identifying qualified leads
- Proactively prospecting for new clients and assisting in strategic planning for the sales team
- Generate MQLs through various techniques and own initial communication on behalf of the company
- Articulate the company's value proposition to key decision-makers in targeted companies
- Helping out sales team to design messaging strategies with laser-targeted outreach
- Preparation and participation in online and offline tech conferences
- Utilization platforms such as Upwork, LinkedIn, and other for establishing communication with targeted companies and prospects
- Be the first point of contact with potential clients
- Scheduling intro calls

Умови:

- Competitive salary and great bonuses
- Professional and personal growth
- Great startup culture
- Paid sick leaves and annual vacation
- Comfortable office in the heart of Kyiv or ability to work remotely
- Opportunity to work with experienced and interesting people (our Engineering Team consists of true dev-rockstars!)

Контактная информация

Контактное лицо: ВладСикач