



Ваш надійний помічник

Sales Development Representative Italian or English

Одеса,

Рубрики: [ІТ, WEB фахівці](#), [Торгівля, продажі](#), [закупівлі](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: від року
Графік роботи: віддалена робота

Опис вакансії

About us

Voxloud is the **first cloud-based business phone system** that's up&running in less **than 59 seconds**, designed for small businesses that want to look like an international company in seconds, not weeks.

We do that by replacing the multiple systems typically used to manage telephony and calls across the company (both physical and cloud) with a single platform that handles every call directed to the company's landline and toll-free numbers, while also simplifying the management and the rules-related administration.

Voxloud is also funded and is investing aggressively in growth for 2021. Learn more about why innovative companies like and trust Voxloud at <https://it.trustpilot.com/review/voxloud.com>.

Position Overview

Voxloud is looking for a high-energy and dynamic Sales Development Representative for the Italian market to provide pre-sales support. This role will be responsible for servicing inbound sales and related inquiries with a focus on engaging and qualifying all prospective customers. This role is one of the first touchpoints for prospects and has the opportunity to set the tone for the sales cycle following.

The SDR will work side by side with the Sales Manager, join a passionate Sales and Marketing team made of different professionals from all over the world.

Key Responsibilities

- **Respond, engage and qualify** inbound leads and inquiries
- **Engage current users** to expand awareness, educate, ask for referrals, identify new opportunities and develop account intelligence
- **Effectively partner** and work across the Voxloud teams
- **Work closely** with other Voxloud teams to develop account intelligence, relationship maps, and use case opportunities through direct account engagement and insight tools (Hubspot, Intercom, Typeform, our internal CRM, Chargebee and etc)
- **Schedule appointments** and demos for Voxloud
- **Hold intelligent and engaging** conversations over the phone and email
- **Act as the subject matter expert** on Voxloud product offerings/solution development skills

Experience and Requirements

- **High level of Italian spoken and written**
- **Medium level of English spoken and written**
- **BA/BS degree or relevant experience**
- **Demonstrated ability to collaborate** with a distributed sales team

- **The capability of understanding customer pain points**, requirements and correlating potential business to the value that can be provided by Voxloud
- **Strong and professional communication** skills written, verbal, presentation
- **Aptitude to manage numerous requests** and time demands concurrently while achieving production goals from an assigned territory or set of accounts
- **Promotes a strong sense of urgency** for reaching goals and key deliverables. Acts without being told what to do. Brings new ideas to the company
- **Contributes fully** to the team effort and plays an integral part in the smooth running of teams without necessarily taking the lead
- **Drive, Grit, Team Oriented**: strong desire to compete and win
- **You are analytical** about reading and understanding analytic data

Benefits

- **Remote Working** for 100% of working hours.
- **Best in-class training** program and opportunity to grow inside the company
- **Company culture** based on meritocracy and teamwork.
- **Competitive salary**, based on experience and skills

Location

Voxloud its a very remote-friendly company since the beginning (a growing part of the team works remotely from 3 different countries) so this will be a remote working position, even though sometimes physical meeting with the team will be required.

Feel free to contact:

Skype - join.skype.com/invite/drfcDilvkoez

viber ...33

Telegram - t.me/softesis

linkedin.com/in/maria-belonozhko-15ab4...

Контактна інформація

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