



Ваш надійний помічник

Outbound Sales Development Representative

📍 Львів,

Компанія: КЛАУДПРІНТЕР.КОМ

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

Побажання до співробітника

Освіта:	не має значення
Досвід роботи:	не вимагається
Графік роботи:	повний робочий день

Опис вакансії

We are searching for an Outbound Sales Development Representative to join our fast-growing office in Lviv on a full-time basis.

As a Business Development Representative at Cloudprinter, you'll get to:

- Manage the outbound lead generation and qualification process
- Convert leads into qualified opportunities
- Work directly with our Account Executives to create strategic outbound cadences
- Attend trade shows, conferences, and other events that introduce you to potential and current clients.

We are looking for someone who can:

- Celebrate the little wins and learn from lost opportunities
- Deliver Cloudprinter unique value proposition to prospective clients
- Relentlessly track activity in HubSpot while using HubSpot and LinkedIn Sales Navigator
- Collaborate with other sales teammates to create a winning culture

What you bring to the table:

We focus on hiring values-aligned people because we believe the right person can learn all the things to be successful in their role. Confidence plays a big part in what you apply for. We encourage all job applicants to apply even if they are nervous about doing so. College degrees aren't required for any roles, and career gaps or switches are welcome.

1+ year of outbound SaaS sales experience - required

Experience working in a role that included heavy prospecting and creating qualified opportunities.

Experience researching industries and potential buyer personas.

Контактна інформація

Контактна особа: MartaStetsko

Сайт: <https://www.cloudprinter.com/open-positions-at-cloudprinter>