



Ваш надійний помічник

Sales Development Representative

📍 Київ, 🕒 18 квітня 2024

Компанія: [Hivex](https://jobs.ua/company/id/1635791) (<https://jobs.ua/company/id/1635791>) ([Всі вакансії](#))

Рубрики: [IT, WEB фахівці](#), [Торгівля, продажі, закупівлі](#), [Робота за кордоном](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: від двох років
Графік роботи: віддалена робота

Опис вакансії

We're looking for a talented **Sales Development Representative** to join our expanding team. If you are passionate about sales, have a proven track record of success, and are ready to take your career to the next level, we want to hear from you. As a Sales Development Representative, you will play a pivotal role in driving our company's growth by identifying and connecting with potential clients. You will be responsible for developing and maintaining strong relationships with prospects, understanding their needs, and effectively communicating how our products or services can address those needs.

Requirements:

- Proven 3+ years of commercial experience as an SDR or in a similar role at outsource\outstaff\recruiting company
- English level - Fluent
- Proficiency in CRM software and sales tools
- Strong communication and interpersonal skills
- Ability to multitask, prioritize, and manage time effectively
- Striving for personal and team success

Responsibilities:

- Identify and target potential clients through various channels, including **cold calling**, email outreach, social media, and networking
- Generate high-quality leads and opportunities for the sales team through effective research and outreach.
- Develop and maintain strong, long-term relationships with potential clients, nurturing them through the sales funnel.
- Collaborate with the sales team to ensure a smooth transition of leads and opportunities, providing necessary information and insights to support the sales process.

What we offer:

- Remote full-time job
- Work schedule (**9 am - 6 pm by Eastern American Time**)
- Career growth and advancement opportunities within the company
- Competitive timely salary

Контактна інформація

Контактна особа: KaterynaStopina