Ваш надійний помічник

Sales Development Representative, 48000 грн.

Київ, 11 жовтня 2024

Компанія: CML Team (https://jobs.ua/company/id/1579189) (Всі вакансії)

Рубрики: IT, WEB фахівці, Торгівля, продажі, закупівлі

Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	від року
Графік роботи:	віддалена робота

Опис вакансії

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!)

Контактна інформація

Контактна особа:	ВладСикач