https://jobs.ua/job-sales-manager-3846334

Ваш надійний помічник

Sales manager, 31000 грн. + %

Дніпро, 26 травня 2025

Компанія: A Company That Sells Everything (https://jobs.ua/company/id/1639506) (Всі вакансії)

Рубрики: Торгівля, продажі, закупівлі, Офісний персонал

Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	від року
Графік роботи:	повний робочий день

Опис вакансії

How to Apply

- Provide CV via Asana form: **form.asana.com/?k=QDlQtvvyT0Am0TDo_BKPdg&d=1201749058155264**
- 1-min long Loom-video intro is a must

Candidates applying without Asana form and without video **ARE NOT CONSIDERED**.

About Us

We are a Revenue Operations Consulting Company focused on scaling businesses through a strategic, multichannel outreach approach and Behavior-Based Marketing Strategies. Our ecosystem is designed to identify ideal customers, warm them up through targeted ads, and engage them via outbound email, SMS, LinkedIn, and WhatsApp broadcast campaigns. We are looking for a highly motivated Sales Representative to execute and optimize our strategies and drive revenue growth on an Augmented Reality SaaS client project.

Key Responsibilities

- Conduct research to identify ideal customer profiles (ICPs) and decision-makers within target niches.
- Work closely with marketing and operations teams to align outreach with inbound campaigns.
- Assist in setting up outreach domains, email warming, SMS outreach, and WhatsApp broadcasting.
- Collaborate on lead scraping, data enrichment, and CRM setup for efficient tracking and scoring of leads.
- Collaborate with the tech team establishing the super targeted outbound campaigns automation.
- Develop and personalize outreach messaging based on ICP behavior and preferences.
- Track, analyze, and optimize outreach performance, adjusting strategies as needed.
- Establish and nurture relationships with leads through engaging and consultative communication.
- Expand outreach efforts to reach 10,000+ unique prospects per month.
- Engage with ICPs on LinkedIn through strategic commenting and direct engagement.
- Utilize LinkedIn Sales Navigator to monitor prospect activities and identify engagement opportunities.
- Work with the PR and Social Media Content team to improve social selling strategies and LinkedIn content initiatives.
- Identify and leverage account engagement signals to prioritize warmest leads.
- Utilize tools like Trigify.io, Fibbler, and Clay for advanced lead tracking and data enrichment.
- Collaborate with the team to fine-tune messaging and improve response rates.
- Drive ongoing improvements in outbound performance and conversion rates.

Qualifications & Skills

- 1+ years of experience in B2B sales, business development, or outbound lead generation.
- Strong understanding of multichannel outreach (email, SMS, LinkedIn, cold calling).
- Familiarity with CRM systems, lead scoring, and attribution tracking.

- Experience with LinkedIn Sales Navigator and social selling best practices.
- Ability to analyze engagement data and adjust strategies accordingly.
- Excellent communication and interpersonal skills.
- Self-motivated with the ability to manage multiple campaigns simultaneously.
- Experience using automation tools like Smartlead, Instantly, HeyReach, Trigify.io, and Clay is a plus.

What We Offer

- Competitive salary with performance-based bonuses.
- A cutting-edge sales and marketing ecosystem to work with.
- Professional growth opportunities in a rapidly scaling company.
- Remote work flexibility.
- The chance to work with innovative tools and a data-driven approach to outreach.

Контактна інформація

Контактна особа:	MarkActis
Сайт:	https://acompanythatsellseverything.com/