Ваш надійний помічник

Full-Cycle Sales Representative (Outbound-First) – SEO&Digital Marketing Solutions, 65000 грн. + %

Київ, 20 червня 2025

Компанія: ViralChilly (https://jobs.ua/company/id/1640764) (Всі вакансії)

Рубрики: Реклама, маркетинг, PR, Робота за кордоном

Побажання до співробітника

Освіта:	середньо-спеціальна
Досвід роботи:	від двох років
Графік роботи:	повний робочий день

Опис вакансії

Why This Role is Exciting

- **Full Cycle:** You control your pipeline: prospect, qualify, demo, negotiate, close.
- **SEO-Savvy Buyers:** Talk shop with marketers, founders, and agencies who already understand (and budget for) SEO outcomes.
- **Uncapped Commission:** Competitive base + tiered accelerators.
- **Career Lift:** Master advanced SEO sales frameworks, work directly with the Founder/CEO on strategic deals, and graduate into Team Lead or Enterprise AE as we grow.

Core Responsibilities

- **Outbound Prospecting (40%)**
  - Build and refine targeted lead lists across industries such as SaaS, Legal, Insurance, and Local businesses.
  - Execute multi-channel outreach campaigns including email, LinkedIn, cold calling, and video messaging.
- **Discovery & Demo (25%)**
  - Conduct consultative sales calls to identify SEO needs.
  - Align solutions like link outreach, content development, and technical audits with client pain points and KPIs.
- **Proposal & Close (20%)**
  - Develop ROI-driven proposals tailored to client goals.
  - Negotiate terms, manage multiple stakeholders, and finalize deals to generate new monthly recurring revenue (MRR).
- **Pipeline Hygiene (10%)**
  - Ensure a clean and up-to-date CRM (HubSpot).
  - Provide accurate forecasting and collaborate with marketing teams to share feedback from campaigns.
- **SEO Thought Leadership (5%)**
  - Contribute occasional content such as short social posts or Loom video insights.
  - Establish yourself and the agency as trusted SEO advisors in the industry.

Must-Have Qualifications

- **2+ yrs full-cycle B2B sales** (quota-carrying). Bonus if in digital marketing, MarTech, or SaaS.
- **Outbound hunter DNA** — you love cold calls, personalized emails, and creative Looms more than waiting for leads.
- **Foundational SEO knowledge** : can explain backlinks, DR/DA, keyword difficulty, topical authority, and on-page vs. off-page.
- Proven track record of hitting $30K+ new MRR or $500K+ ACV annually.
- Command of modern sales stack: HubSpot (or similar), LinkedIn Sales Navigator, cold email sequencers (Apollo, Instantly, Outreach, etc.).
- Strong business case seller—comfortable with ROI math, competitive positioning, and objection handling.
- Clear, concise communicator (spoken & written). Native/Near Native-level English a must; additional languages a plus.

Nice to Have

- Agency or reseller/white-label experience.
- Familiarity with Ahrefs, SEMrush, Search Console, or other SEO toolsets.
- Demo-creation chops (Google Data Studio, slide decks, or video walkthroughs).

Compensation & Benefits

- **Base Salary:** 50,000 UAH to 75,000 UAH
- **Commission:** Yes
- **Remote-First** with flexible working hours (core overlap 3 hrs US-ET)
- **Tech Stack Provided:** HubSpot seat, Apollo, LI Sales Nav, Aircall, Loom Pro.

How to Apply

1. Send a short Loom (2 min) introducing yourself and sharing your proudest outbound win.
2. Attach resume + brief note on how you'd increase revenue from 10K MRR to 50K MRR in 12 months

Контактна інформація

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