



Ваш надійний помічник

Outbound Sales Specialist, 50000 грн.

📍 Київ, 🕒 25 липня
2025

Компанія: [DoTabs LLC](https://jobs.ua/company/id/1641021) (<https://jobs.ua/company/id/1641021>) ([Всі вакансії](#))

Рубрики: [ІТ, WEB фахівці](#), [Торгівля, продажі, закупівлі](#), [Реклама, маркетинг, PR](#)

Побажання до співробітника

Освіта: середньо-спеціальна

Досвід роботи: від двох років

Графік роботи: віддалена робота

Опис вакансії

We're hiring a Remote Full-Cycle Sales Rep who understands the world of SEO, WordPress, and digital marketing. If you're a strong communicator, love outbound prospecting, and want to close deals with agencies, SaaS founders, and marketing teams, you might be a great fit.

About the Role (Remote, flexible hours)

You'll be doing full-cycle sales:

- Building your own pipeline (email, LinkedIn, cold calls, Loom videos)
- Running consultative demos with warm leads (agencies, SaaS, legal, etc.)
- Creating ROI-backed proposals and closing new MRR
- Collaborating on campaign ideas + sharing SEO insights

What We're Looking For

- 2+ yrs in B2B sales (preferably digital marketing or SaaS)
- You actually enjoy outbound (cold email, LinkedIn, Looms)
- You know what backlinks, DR, topical authority, and audits are
- Track record of hitting revenue targets (\$30K+ MRR or \$500K ACV)
- Strong English (written + spoken)

Bonus points if

- You've worked at an SEO agency or reseller
- You've used tools like Ahrefs, SEMrush, or HubSpot
- You're comfortable creating decks, GDS dashboards, or Loom walkthroughs

What You'll Get

- Base salary + uncapped commission
- Remote-first culture with flexible hours (just 3 hrs US-ET overlap)
- Tech stack provided: HubSpot, Apollo, SalesNav, Aircall, Loom Pro
- Direct mentorship from the Founder

How to Apply

- Record a 2-minute Loom video introducing yourself + share your proudest outbound win.
- Attach your resume
- Add a short note on how you'd grow \$10K MRR to \$50K in 12 months
- Email everything to: hr@dotabs.com
- Subject: "Outbound Sales Specialist – [Your Name]"

Контактна інформація

Контактна
особа: HarryCooper

Сайт: <https://dotabs.com/>