



SDR, Sales Manager

📍 Київ, ⏰ 14 січня

Компанія: [DMS Solutions \(Hong Kong\) Limited](https://jobs.ua/company/id/1572837) (<https://jobs.ua/company/id/1572837>) ([Bci вакансії](#))

Рубрики: [IT, WEB фахівці](#)

Побажання до співробітника

Освіта: повна вища
Досвід роботи: від п'яти років
Графік роботи: віддалена робота

Опис вакансії

About:

elDoc – AI Document Intelligence Platform

At **elDoc**, we are redefining how enterprises handle complex documents at scale. Our **AI-powered Document Excellence Platform** reads, analyzes, detects risks, identifies entities, and extracts insights from millions of documents in seconds. We help businesses make faster, smarter decisions while ensuring compliance and operational efficiency with GenAI.

Role Overview – SDR / Sales Manager

We are seeking a **highly independent, results-oriented SDR / Sales Manager** who can hunt, prospect, generate pipeline, and close deals across the region. This role is ideal for someone who thrives without hand-holding and excels in building outbound momentum from zero.

Key Responsibilities

- Independently prospect and generate new business across mid-market and enterprise segments
- Build and execute multi-channel outbound campaigns (leveraging email, LinkedIn, calls, automation)
- Identify target accounts, key decision-makers, and buying intent
- Use modern AI-driven sales workflows to personalize and scale outreach
- Engage C-level stakeholders with compelling discovery and demos
- Run the full sales cycle from outreach to negotiation and closing
- Maintain accurate CRM hygiene and pipeline visibility
- Work with marketing and product teams to refine messaging
- Continuously optimize outreach strategies and performance

Required Skills & Experience

- Minimum 3 years of experience selling tech products, SaaS, or enterprise AI solutions
- Higher education degree (business, marketing, IT, or related fields preferred)
- Strong outbound sales or SDR background with the proven ability to self-generate opportunities
- Confident communication skills with senior decision-makers
- Highly organized, disciplined, and effective in a remote setup
- Knowledge of AI automation or document-intelligence tools is an advantage
- Full professional fluency in Ukrainian and English

Tools You Should Be Comfortable With

You should have hands-on experience with modern outbound prospecting and automation ecosystems, among them **Apollo, Clay, Instantly, Lemlist, Salesloft, Outreach, Reply, Smartlead, LinkedIn Sales Navigator, ZoomInfo, Lusha, Clearbit**, and enrichment/automation solutions such as **PhantomBuster, TexAu, Surfe**, and **ChatGPT-assisted personalization workflows**.

What We Offer

- **Base salary of \$1,000 USD**, tied to achieving monthly KPIs (minimum **5 qualified, scheduled demos**), plus **high commission for every closed deal**. Note: During the **first two months**, demos will be carried out by our product owners - your primary responsibility in this initial period will be to **schedule at least 5 qualified demos per month**.
- Fully remote, work from anywhere
- Opportunity to represent a next-generation enterprise AI platform
- Onboarding and ongoing enablement
- A performance-driven environment where strong results translate directly into earnings

This Role Is Ideal If You...

- Love closing deals more than following scripts
- Thrive in high-reward, commission-focused roles
- Enjoy building your pipeline from scratch
- Want to sell a real, enterprise-grade AI product

Контактна інформація

Контактна особа: Larysa