https://jobs.ua/job-sales-development-representative-sdr-3857168

Ваш надійний помічник

Sales Development Representative (SDR), 100000 грн.

Київ, 26 листопада

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

Рубрики: IT, WEB фахівці

Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	обов'язковий
Графік роботи:	віддалена робота

Опис вакансії

We are looking for a tech-savvy, proactive Sales Development Representative (SDR) with proven experience selling IT outsourcing and outstaffing services to international B2B clients.

We need someone who moves fast, actively experiments with new AI tools and outbound automation technologies, and continuously improves how sales prospecting is done.

You should be comfortable working with multiple digital tools, quickly learning new platforms, and independently testing new approaches to generate qualified leads.

Responsibilities

- Lead Generation: Identify potential clients for IT outsourcing, outstaffing, dedicated development teams, custom software development, and AI solutions.
- Outbound Sales: Execute personalized outreach campaigns through LinkedIn, email, and other relevant channels.
- AI & Automation: Actively discover, test, and implement new AI agents, prospecting tools, and outbound automation solutions.
- Experimentation: Stay current with developments in AI-powered sales and outbound automation, regularly testing new tools, workflows, and prospecting strategies.
- Lead Qualification: Engage prospects, identify business needs, qualify opportunities, and schedule meetings for the sales team.
- CRM & Pipeline: Maintain accurate prospect data, manage follow-ups, and track sales activities.
- Optimization: Analyze campaign performance and continuously improve targeting, personalization, and conversion rates.

Requirements

- 2+ years of B2B sales experience, with proven experience selling IT outsourcing or outstaffing services.
- Strong track record in cold email, LinkedIn outreach, lead generation, and meeting booking.
- Advanced PC proficiency: Fast typing, efficient multitasking, confident use of browser-based tools, spreadsheets, shortcuts, and digital workflows.
- AI-first mindset: Regular hands-on use of ChatGPT, Claude, AI agents, or similar tools to improve daily productivity.
- Continuous experimentation: Proactively research, test, and adopt emerging outbound sales tools, AI agents, and automation techniques without waiting for instructions.
- Strong analytical, communication, and organizational skills, with the ability to work independently and execute quickly.
- English proficiency at B2+ level or higher.

Nice to Have

- Experience selling AI development, LLM integrations, AI agents, or business automation solutions.
- Experience with LinkedIn Sales Navigator, Clay, Instantly, Smartlead, lemlist, or similar outbound platforms.
- Ability to build automated prospecting workflows using n8n, Make, Zapier, or similar tools.
- Understanding of lead enrichment, AI-powered personalization, and automated outbound sequences.
- Experience selling IT services to US or European clients.

Контактна інформація

Контактна особа:	AlexHRD
Сайт:	http://cmlteam.com