

Oferta Laboral

-Posición

Sales Development Representative

-Descripción del empleo

We are looking for SDRs to expand our team!

ABOUT US:

Sellerate helps B2B SaaS and technology organizations build their sales pipelines. We're passionate about our people and culture, and with people strategically positioned around the world, our multilingual team comes together to support our clients.

ABOUT THE ROLE:

We're looking for highly motivated, creative, and sales-oriented professionals. As a *Sales Development Representative* with Sellerate, you'll have the exciting opportunity to help drive the growth of our global clients.

WHAT YOU'LL BE DOING:

- Develop and execute sales strategies to expand business within your assigned territory.
- Research related industry and pre-defined target accounts.
- Understand organizational hierarchy and identify key players.
- Perform outbound outreach, primarily via email, phone, and social platforms.
- Book qualified meetings for your client to drive forward.
- Establish rapport with executive buying personas.
- Successfully manage and overcome prospect objections.
- Maintain a pipeline of opportunities to meet or exceed sales objectives.
- Engage, shape, and develop relationships with your client.
- Support your clients marketing initiatives.
- Manage and track progress in line with your KPIs.
- Collaborate with team members to share and learn from best practices.

WHAT WE OFFER:

- Competitive commission plan designed to reward your success.
- Work from home or at one of our global offices.
- Flexible vacation time to support a healthy work-life balance.
- Investment in your personal development.
- Corporate home office IT equipment.
- Year-end employee bonus scheme.
- Participation in our corporate wellness program
- Payment in USD

Rubro/Razón Social y/o logo de la empresa (excluyente algunos de estos 3 puntos):

Sellerate™

-País/Provincia/Localidad:

Buenos Aires, Argentina

-Área/Subárea:

Sales Development

-Jerarquía (Senior/SemiSenior/Junior):

Semi Senior

-Tipo de empleo (Full/Part-time):

Full Time

-Cantidad de vacantes

We are growing so we are always looking for talent

-Requisitos (Idioma/Formación/ExperienciaMínima/Aptitudes/LugarResidencia/Otros)

DO YOU HAVE?

- Fluency in English
- A passion for outbound B2B Sales and Technology
- More than 1 year of work experience in Sales
- Creative writing skills
- Strong organization and time management skills
- A proactive, forward-thinking, and strategic mentality
- The ability to think outside the box while multi-channel prospecting
- The ambition to pursue a career in sales



CENTRO UNIVERSITARIO DE IDIOMAS

E-mail de contacto para recepción de CV

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