



Dapresy d.o.o.

Sales Development Representative (m/f)

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The Sales Development Representative (SDR) is an integral part of our team because pipeline development is essential to our success. If you like to engage customers in business conversations about a solution that has strategic impact, then this could be the role for you. If you aspire to customer success and/or field sales roles, we provide a career path in enterprise technology sales.

If you want to be part of a fast-moving, innovative team, we'd like to talk to you!

Your main responsibilities will include:

- Working with assigned Field Sales Reps (aka FSRs) to develop and execute a prospecting strategy aligned to the FSRs strategic territory plans
- Engaging with prospects in the Inbound "Hot Lead" queue
- Conducting "Warm Lead" prospecting outreach including but not limited to event/webinar follow-up, etc.
- Working closely with the Marketing team to ensure optimal visibility of demand generation activities
- Researching, developing, and validating target lead lists
- Conducting cold outbound prospecting activities to target leads
- Engaging with potentially qualified leads as defined by the Company
- Setting appointments with potentially qualified leads for qualification calls with FSRs
- Conducting qualification de-brief calls with FSRs and if qualified, creating an opportunity (SQL) in our CRM (primary variable compensation metric)
- Conducting "nurturing" outreach on early-stage/longer-term opportunities
- Supporting the FSRs and Marketing in driving attendance to target events
- Developing and maintaining knowledge of Confermit/Dapresy solution offerings
- Developing Voice-of-the-Customer/Customer Experience Management domain competency
- Mastering and effectively utilize our sales execution systems and related technologies
- Participating in various virtual and onsite sales planning and status meetings
- Following company security and privacy policies and related procedures, and ensure proper safeguarding of information and data made accessible to you.

You are/have:

- Professional, energetic and motivated, team-player with a strong work ethic: " cultural fit is critical"
- Mandatory fluency in English and other European languages beneficial
- College degree preferred, but equivalent experience will be considered
- Ideally 1+ years of experience selling enterprise SaaS solutions
- Ability to excel in a metrics-driven performance culture

- Experience leveraging social media for prospect identification and development
- Strong written and verbal communication skills
- Proficiency with Microsoft Office (Word, PowerPoint, Excel)
- CRM/Salesforce.com, Outreach and ZoomInfo experience preferred
- Ability to travel approximately 10%

We offer:

- A permanent and stable employment in a growing company
- Opportunity to work in a fast-paced SaaS company, with colleagues and customers from all over the world
- Fun and flexible working environment
- Healthy work-life balance
- Generous holiday and vacation days
- Endless possibilities to develop within the company

Applications for this position should be sent via link

Lokacija: Sarajevo

Datum objave: 19. Feb 2021.

Datum isteka: 12. Mar 2021.