



**AMIY GLOBAL LTD**

## Sales Development Representative

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### Sales Development Representative Bosnia

Our team members say, that this job has changed their lives for the good, and you can do it from anywhere you want in the world!

We offer a perfect opportunity to launch your career in the world of tech sales.

Amiy is a face paced, global outsourcing company, providing B2B sales and business development services for Tech companies.

We are seeking a highly motivated, energetic and tech-savvy Sales Development Representative (SDR) to join our dynamic multi-national, diverse, global remote SDR team.

#### What will you get:

- A highly competitive salary, with no cap on bonuses. You determine your own salary!
- Work 100% remote.
- Only 7 hours a day shift, no weekends.
- An opportunity to have a stepping stone into the Tech Sales world.
- Learning and working closely with leaders of start-ups from around the world.
- Working with great team members from all around the world.
- Great growth opportunities.

#### What you need to have:

- "Mother tongue" like level of English, especially in writing, but also verbally.
- Amazing conversational skills, verbally and in writing. (having a strong emoji and memes game is a plus )
- Not being "scared" from "Cold calling" people.
- Knowing how to handle rejections well.
- Self motivation and "hunger" for success.
- Ability to quickly learn and understand complex products or services.
- Commitment to work vigorously.

As a Sales Development Representative, you will play a crucial role in representing us in front of our customers and help them generate new leads and drive revenue growth.

You will be responsible for identifying and qualifying potential leads, conducting outbound prospecting activities which will include cold calling, linkedin reach out, emails and whatever else it takes to engage with potential customers.

You will need to know how to build short-term relationships with key decision-makers, as your main goal will be to schedule qualified meetings and demos for our customers' sales team.

At Amiy we change people's lives, and help them grow. But first and foremost, it's up to you.

**Lokacija:** BiH (Remote)

**Datum objave:** 18. Sep 2024.

**Datum isteka:** 18. Oct 2024.