

Argentina Jobs Expertini®

Sales Development Representative

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Company: Paired

Location: Argentina

Category: computer-and-mathematical

Paired is a leading staffing and recruiting company that specializes in pairing remote work with top-tier talent. We believe in providing exceptional job opportunities to talented individuals from all around the world. Our mission is to connect companies with skilled professionals, regardless of their location.

Our client, a dynamic and fast-growing company, is currently seeking a Sales Development Representative to join their team. As a Sales Development Representative, you will play a key role in driving business growth by identifying and qualifying potential leads for the sales team.

Responsibilities

Research and identify potential leads and target companies within the assigned market.

Effectively communicate the value proposition of the company's products and services to potential clients.

Initiate contact and schedule meetings or calls with prospective clients to explore business opportunities.

Qualify leads based on specific criteria and pass them on to the sales team for further follow-up.

Maintain accurate and up-to-date records of all sales activities and customer

interactions in the CRM system.

Collaborate with the sales team to develop and refine lead generation strategies.

Requirements

Prior Senior experience in a sales development or lead generation role.

Strong communication and interpersonal skills.

Ability to research and identify potential leads in a target market.

Excellent organization and time management skills.

Proficiency in using CRM software.

Self-motivated and driven to achieve sales targets.

Ability to work independently and as part of a team.

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