

## Sales Development Representative

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Company: CONEXIONHR

Location: Buenos Aires

Category: computer-and-mathematical

The company is a startup setting a new standard of excellence for marketplaces for local businesses, they are redefining access to services ranging from real estate to legal assistance.

**As a Sales Development Representative you will:**

- Identify and pursue new sales leads through research, networking, and cold outbound to generate revenue opportunities.

- Develop and maintain strong relationships with existing and potential clients to understand their needs and offer tailored solutions for development services.
- Understand the needs of the companies and know how to write product requirements.
- Collaborate with the sales team to achieve targets and contribute to sales strategy development.
- Maintain accurate records of sales activities and customer interactions using CRM software.
- Stay updated on industry trends, market dynamics, and competitors to effectively position their products/services in the market.

**You'll be a great fit if you have:**

- Have a minimum of 2-years work experience as a Sales Representative for mid-size software houses selling directly to US customers.
- Are highly proficient in spoken English (C1-C2)
- Have experience using CRM software for lead management and sales tracking.
- Experienced selling software development services to US customers (must have)
- A track record of meeting or exceeding sales targets and goals.

- Excellent communication, negotiation, and interpersonal skills.

**Bonus points if you:**

- Have great problem-solving skills.
- Are comfortable partnering with our remote email and text-based sales team.

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