

Sales Development Representative

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Company: Keycafe

Location: Buenos Aires

Category: computer-and-mathematical

Job Description

We are looking for a Sales Development Representative to act as the liaison between our marketing generated inbound leads and our account executives. Your role will be to seek new business opportunities by contacting, qualifying, and booking meetings for the account executive to close the deal.

To be successful in this role, you should have previous experience qualifying leads from marketing campaigns and meeting sales quotas. You should have experience making sales calls and talking to clients via phone, zoom, and email. You will use your communication skills to cultivate strong relationships with customers, from first contact until you close the deal.

You will need to understand our product and be able to answer basic questions about the product features and how Keycafe's products can solve customer needs and improve their business. No technical background is needed but you will have to be curious about tech products.

If you are motivated, results-driven, and enjoy working in a close team environment, we'd like to meet you. Ultimately, you will boost sales and contribute to our long-term business growth.

Responsibilities:

*Qualifying leads from marketing campaigns as sales opportunities

*Contacting potential clients through cold calls and emails

*Presenting our company to potential clients

*Work closely with Account Executives to develop targeted lists, call strategies, and messaging to drive opportunities for new business

*Achieve or exceed monthly quotas of qualified opportunities

*Proactively seek new business opportunities in the market

*Set up meetings or calls between (prospective) clients and account executives

Requirements:

*Proven work experience as a Business Development Representative, or similar role

*Hands-on experience with multiple sales techniques (including cold calls)

*Track record of achieving sales quotas

*Ability to work remotely, prioritize and balance time effectively

*Excellent writing skills

* Bachelor's degree or equivalent experience

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