

Argentina Jobs Expertini®

Sales Development Representative - LATAM

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Company: Somnio Software

Location: Argentina

Category: other-general

Why You Belong Here?

We are seeking a motivated and results-driven Sales Development Representative to join our growing team in a Software Development Company. *Your role will be diverse and dynamic!* You will be instrumental in the development and maintenance of our software products.

We're searching for #creative and #proactive minds to help us #continue building world-class digital experiences with innovative and modern technologies.

What We're Looking For:

Bachelor's degree in Marketing, Communications, Business Administration or related.

+3 years' of experience doing lead generation for software development companies with a ne

Medium English Level

Strong communication and time management skills

Full-Time Availability

Your responsibilities will be:

Lead Generation:

Research and identify potential clients in the US market through various channels, including on

Utilize lead generation tools and platforms to create a pipeline of potential clients.

Develop and implement effective strategies to engage with decision-makers and influencers in target companies.

Qualification and Outreach:

Qualify leads based on established criteria and assess their potential as clients.

Initiate outbound communication through email, phone calls, and social media to introduce our

Collaborate with the sales and marketing teams to align outreach efforts with overall business goals.

Relationship Building:

Build and maintain strong relationships with prospects, understanding their needs and challenges.

Schedule and coordinate meetings, demos, and presentations for the sales team to further engage

Data Management:

Maintain accurate and up-to-date records of leads, activities, and interactions in the CRM system.

Provide regular reports and updates on lead generation activities, progress, and outcomes.

Market Research:

Stay informed about industry trends, competitor activities, and market dynamics.

Provide insights and recommendations to the team based on market research findings.

Our Commitment to You:

Work remotely or from our cool offices in Uruguay

Work-life balance: make your own schedule with our flextime model

Referral program

Free birthday days

Special Days Gifts

You will join an incredible team and a collaborative environment where you will be able to unfold your

Are you ready to be part of this experience and contribute to the world with the development of inno
Apply now and let's transform our clients' ideas into the best solution we can build together .

Join us!

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