

Sales Development Representative Flemish (Lisbon) (0 EUR)



Locatie

Noord-Holland, Amsterdam

<https://www.advertentia.nl/x-801554-z>













Our customer, the number one low-code platform for rapid application development. Engineers with an obsessive attention to detail crafted every aspect of the platform to help organizations build enterprise-grade apps and transform their business faster.

They have the only solution that combines the power of low-code development with advanced mobile capabilities, enabling visual development of entire application portfolios that easily integrate with existing systems.

Job Description

If you are an over-achiever and fearless to take on new challenges using your technical and communication skills, consider joining our growing team.

Reporting to the Sales Development Manager, the Sales Development Representative is responsible for proactively and diligently identifying, developing, and driving new revenue opportunities with prospects total available market of identified Target Accounts, and will act as the first contact for prospects during outbound telemarketing calls.

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Sales Development Representatives (SDRs) are responsible for

Identifying and creating new qualified sales opportunities in targeted geographic and/or vertical markets. Manage the inbound & outbound lead activity, qualifies active buying interest and moves them through the sales process.

Coordinate with sales and marketing executives to determine the geographic and/or vertical markets that require research and prospecting activities to secure a sufficient flow of additional qualified leads.

Develop a strong, professional relationship with prospective clients and to ensure they have an exceptional experience to set the stage for effective sales follow-up, as well as future sales.

Salary and Benefits

To develop, educate and qualify inbound & outbound leads in targeted geographic and vertical markets in order to provide sales with well qualified leads and set sales appointments.

Become knowledgeable about platform services and solutions as well as the unique client requirements in each of our strategic vertical markets. Manage various social media tools for inbound & outbound prospect development.

Interact with prospects via telephone, email and social media.

Research accounts, identify key players, generate interest and develop accounts to stimulate opportunities.

Successfully manage and overcome prospect objections.

Consistently achieve sales qualified opportunity (SQO) quotas to ensure revenue