



Phone :
Web :

Job Summary

Vacancy :

Deadline : Jun 13, 2024

Published : May 13, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

This role will have you partner closely with our Marketing and Sales teams with a focus on developing and executing a plan to find prospective customers, map our solution to their needs, build rapport, and create a sense of excitement and urgency with the prospect to acquire our product. This is a high-visibility role with the responsibility to target accounts, qualify buyers, deliver web-based product demonstrations, and manage a pipeline of prospective clients. Your creativity will be utilized to ensure high levels of engagement, regular communication, and high attention to detail while engaging with our prospective customers.

Key Responsibilities

- Execute and iterate on our inbound/outbound strategy involving multiple stakeholders across the business
- Identify buying personas at target customers
- Build awareness for ZayZoon products through outbound telephone, social and email prospecting
- Develop and expand database of prospective customers
- Schedule product demo calls between prospects and account executives
- Execute product demo calls with prospective customers
- Convert prospects into qualified leads by creating decision urgency and differentiating from the competition
- Track all activity and manage relationships in CRM, while leveraging data to pull insights and drive decisions
- Communicate with Marketing and Revenue Operations to facilitate optimization of SDR workflow

Qualifications

- Have 2+ years of successful lead generation and/or outside sales experience
- Enjoy prospecting and is comfortable cold-calling and qualifying potential clients
- Can demonstrate success in meeting and exceeding sales targets or goals using a consultative, solutions-focused, high volume approach
- Maintain exceptional time management and organizational skills with the ability to manage multiple tasks and priorities
- Have superior communication (both written and verbal) and collaboration skills with the ability to actively listen and provide sound solutions
- Are an expert in sales automation tools like CRM and SDR technology
- Possess a curious mind, demonstrated coachability and a desire to learn
- Have experience within a startup or scale up environment

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
