

Colombia Jobs Expertini®

BDR (Latin America, Brazil Team)

[Apply Now](#)

Company: HubSpot, Inc

Location: Colombia

Category: educational-instruction-and-library

In this role

, you'll get to:

Work closely and collaboratively with account executives to identify potential customers and target industries and together develop and implement appropriate outbound prospecting strategies

Conduct high-volume outbound prospecting activities (about 60-100 activities per day) through various outbound channels such as cold calling, email outreach, and social media platforms to prospect and engage leads

Qualify outbound-sourced leads based on defined criteria and determine their potential as customers, and schedule qualified leads for follow-up discovery meetings with your account executives to further assess their business and potential for partnership with HubSpot

Achieve or exceed monthly/quarterly targets and key performance indicators (KPIs) for your outbound prospecting efforts

We're looking for people who:

Are authorized to work in the country of Colombia and have native language fluency in Portuguese

Have experience working with/in the Brazilian market

Are excited about career growth in tech sales and developing into a future account

executive on the HubSpot Sales team

Have either previous successful sales experience OR a strong desire to begin a sales career path as a BDR and an account executive if you're new to sales in the tech industry

Are goal-oriented, self-motivated, and passionate about succeeding in a metric-driven sales role

Communicate articulately both over the phone and in written format (email; LinkedIn, Slack, etc)

Are comfortable making daily cold calls and spending part of your day on both the phone and email

Has a natural curiosity and takes ownership to learn new things while also proactively seeking coaching from both peers and managers often

Have some experience with, or strong willingness to learn, sales tools such as HubSpot Sales Hub, LinkedIn Sales Navigator, etc.

Love working in a fast-paced, challenging environment with peers who challenge you to be better and get excited by friendly competition between teams and each other occasionally

Application Requirements

Cover letter is not required

Resume

For candidates without previous sales experience, please include examples of goals and results you've achieved in past roles in your resume.

For candidates with previous sales experience, please include specific examples on your resume of your past achievements in your previous sales roles (previous sales attainment, recent quota performance, etc).

Cash compensation range: 113,000,000 - 140,000,000 COP Annually

will help guide how we recommend thinking about the range you see. Learn more about

HubSpot's from Katie Burke, HubSpot's Chief People Officer.

The cash compensation above includes base salary, on-target commission for employees in eligible roles, and annual bonus targets under HubSpot's bonus plan for eligible roles. Some roles may also be eligible for overtime pay. Individual compensation packages are based on a few different factors unique to each candidate, including their skills, experience, qualifications and other job-related reasons.

We know that benefits are also an important piece of your total compensation package. To learn more about what's included in total compensation, check out some of the to help employees grow better.

At HubSpot, fair compensation practices isn't just about checking off the box for legal compliance. It's about living out our value of transparency with our employees, candidates, and community.

ivation

The ability to deal with and thrive on objections and rejection on a daily basis

We know the and can get in the way of meeting spectacular candidates, so please don't hesitate to apply — we'd love to hear from you.

If you need accommodations or assistance due to a disability, please reach out to us .

This information will be treated as confidential and used only for the purpose of determining an appropriate accommodation for the interview process.

Germany Applicants: (m/f/d) - link to HubSpot's Career Diversity page .

About HubSpot

HubSpot (NYSE: HUBS) is a leading customer relationship management (CRM) platform that provides software and support to help businesses grow better. We build marketing, sales, service, and website management products that start free and scale to meet our customers' needs at any stage of growth. We're also building a company culture that empowers people to do their best work. If that sounds like something you'd like to be part of, we'd love to hear from you.

You can find out more about our company culture in the , which has more than 5M views, and learn about , too. Thanks to the work of every employee globally, HubSpot was

named the #2 Best Place to Work on Glassdoor in 2022, and has been recognized for award-winning culture by Great Place to Work, Comparably, Fortune, Entrepreneur, Inc., and more. Headquartered in Cambridge, Massachusetts, HubSpot was founded in 2006. Today, thousands of employees work across the globe in HubSpot offices and remotely. Visit our to learn more about culture and opportunities at HubSpot.

By submitting your application, you agree that HubSpot may collect your personal data for recruiting, global organization planning, and related purposes. HubSpot's explains what personal information we may process, where we may process your personal information, our purposes for processing your personal information, and the rights you can exercise over HubSpot's use of your personal information.

[Apply Now](#)

Cross References and Citations:

1. [BDR \(Latin America, Brazil Team\) Sustainabilityjobs](#) [Jobs ColombiaSustainabilityjobs](#) ↗
2. [BDR \(Latin America, Brazil Team\) Serbiajobs](#)[Jobs ColombiaSerbiajobs](#) ↗
3. [BDR \(Latin America, Brazil Team\) Nursejobsnearme](#) [Jobs ColombiaNursejobsnearme](#) ↗
4. [BDR \(Latin America, Brazil Team\) Advertisingjobs](#) [Jobs ColombiaAdvertisingjobs](#) ↗
5. [BDR \(Latin America, Brazil Team\) Repairjobs](#)[Jobs ColombiaRepairjobs](#) ↗
6. [BDR \(Latin America, Brazil Team\) Legaljobs](#) [Jobs ColombiaLegaljobs](#) ↗
7. [BDR \(Latin America, Brazil Team\) Executivejobsnearme](#)[Jobs ColombiaExecutivejobsnearme](#) ↗
8. [BDR \(Latin America, Brazil Team\) Anesthesiologistjobs](#)[Jobs ColombiaAnesthesiologistjobs](#) ↗
9. [BDR \(Latin America, Brazil Team\) Salesjobsnearme](#)[Jobs ColombiaSalesjobsnearme](#) ↗
10. [BDR \(Latin America, Brazil Team\) Filmjobs](#)[Jobs ColombiaFilmjobs](#) ↗
11. [BDR \(Latin America, Brazil Team\) Japanjobs](#)[Jobs ColombiaJapanjobs](#) ↗
12. [BDR \(Latin America, Brazil Team\) Jobspro](#) [Jobs ColombiaJobspro](#) ↗
13. [BDR \(Latin America, Brazil Team\) Bangladeshjobs](#) [Jobs ColombiaBangladeshjobs](#) ↗
14. [BDR \(Latin America, Brazil Team\) Nyjobscareer](#) [Jobs ColombiaNyjobscareer](#) ↗

15. BDR (Latin America, Brazil Team) Nodejobs Jobs ColombiaNodejobs ↗
16. BDR (Latin America, Brazil Team) FindurgentjobsJobs ColombiaFindurgentjobs↗
17. BDR (Latin America, Brazil Team) GhanajobsJobs ColombiaGhanajobs↗
18. BDR (Latin America, Brazil Team) Jobslibrary Jobs ColombiaJobslibrary ↗
19. Bdr (latin america, brazil team) Jobs Colombia ↗
20. AMP Version of Bdr (latin america, brazil team) ↗
21. Bdr (latin america, brazil team) Colombia Jobs ↗
22. Bdr (latin america, brazil team) Jobs Colombia ↗
23. Bdr (latin america, brazil team) Job Search ↗
24. Bdr (latin america, brazil team) Search ↗
25. Bdr (latin america, brazil team) Find Jobs ↗

Source<https://co.expertini.com/jobs/job/bdr-latin-america-brazil-team--colombia-hubspot-inc-ad918034a6/>

Generated on: 2024-05-05 by Expertini.Com