

Sr. Sales Development Representative

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Company: LatamCent

Location: Medellín

Category: other-general

About The Role:

We are looking to add **Sales Development Representative** to our team who will act as a main growth driver for prospective outbound client engagement on SpendHound must-have products within the Spend Management space.

As a **Sales Development Representative**, you will identify prospective opportunities and utilize a number of outbound communication channels to begin sales engagement. This role offers an excellent opportunity to progress your career towards full end to end sales.

As Our Sales Development Representative You Will:

Utilize your outbound sales skills by leveraging a number of communications methods including cold calling, cold emailing, LinkedIn messages and more

Generate interest and meetings from Finance, Operations and IT leaders for a highly valuable product that helps them save time and money with their software renewals, that we offer to them for free!

Develop skills across a broad range of modern sales technology tools including Salesforce, Groove, Aircall, LinkedIn Sales Navigator, ZoomInfo and more

Work closely with a Sales Development Manager, Enablement Manager and Head of Sales to develop your sales skills

Help refine the messaging that we use in order for us to be successful

You Are Likely To Succeed If You:

Have 2+ years in a high velocity sales environment as a top performing SDR/BDR

Have high proficiency in English within a business environment

Have been successful working for a U.S. based Tech company selling into U.S. prospects, with a strong focus on cold calling

Have a track record of not only meeting, but also exceeding targets

Are empathetic and have strong interpersonal skills and high emotional intelligence

Are excited to be part of our company journey

Are highly self motivated and proactive with your time

Have grit and can handle rejection

Are resourceful always looking for new ways to open doors

Are coachable and willing to learn

Have a highly positive outlook

Have sound judgment when handling new situations

What We Offer:

Our compensation package includes comprehensive benefits, perks, and a competitive salary:

We care about your personal life, and we mean it. fully remote work hours, flexible vacation, parental leave, learning reimbursement, and more!

Your growth at SpendHound is determined by the impact that you are making, not by tenure, unnecessary facetime, or office politics. Everyone at SpendHound is empowered to learn, self-improve, and master their skills in an environment of ownership, respect, and trust.

The annual salary for this position is anticipated to be up to \$40,000 On-Target-Earning (\$24,000 base and \$15,000 variable). The final offer may be determined by

several factors, including, but not limited to, the applicant's experience, knowledge, skills, abilities, and internal team benchmarks.

This role may be performed fully remotely within Latin America

We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, marital status, disability, gender, gender identity or expression, or veteran status. We are proud to be an equal opportunity employer.

About us:

is the leading market research and analytics firm for the disruptive economy. We analyze billions of alternative data points every day to provide accurate, detailed insights on ridesharing, e-commerce marketplaces, payments, and more.

is one of Yipits new business ventures and it is the 100% free way to ace your vendor renewals and save your company time and money across your tech stack.

For three years and counting, we have been recognized as one of Incs Best Workplaces. We are a fast-growing technology company backed by The Carlyle Group and Norwest Venture Partners. Our offices are located in NYC, Austin, Miami, Denver, Mountain View, Seattle, Hong Kong, Shanghai, Beijing, Guangzhou, and Singapore. We cultivate a people-centric culture focused on mastery, ownership, and transparency.

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