

Manager Outbound Sales Development EMEA

Description

What this job can offer you Sales helps our prospective customers and active customers to fully experience our Global HR Platform. Sales is the team responding to incoming queries and helping customers understand how to maximise Remote's full suite of products to meet their employment needs. To enable them to embody our value of Transparency, we have a fair price guarantee. This is an exciting time to join Remote and make a personal difference in the global employment space as a Sales Development Manager, joining our Sales team and supporting our EMEA based Outbound Sales Development Representatives. What you bring Experience leading Sales Development Representatives at a fast growing tech company Track record of success driving pipeline through inbound and outbound channels Strong sales acumen & experience in a closing role strongly preferred Familiarity with a robust tech stack (ex: Salesforce, Outreach, Zoominfo, and others) Passion for hiring, onboarding, and mentoring top talent Proven ability to influence cross-functional stakeholders, namely sales and marketing Writes and speaks fluent English Knowledge of the cultural nuances between different markets within the EMEA region Experience working remotely not required but considered a plus

Key Responsibilities

- Coach Sales Development Representatives to reach outbound pipeline generation goals
- Develop team members to grow new sales skills and level up their current skill set
- Deliver process and content improvements to accelerate SDR effectiveness
- Collaborate with regional Sales Directors, Sales Development Managers and Director of Sales Development to improve quality and quantity of sales pipeline
- Partner with Marketing (Growth) to deliver feedback on MQL quality and new campaign ideas
- Regularly Report on key individual and team metrics to flag areas for improvement
- Hire and onboard new Sales Development Representatives

Practicals

You'll report to: Director, Global Sales Development Team

Sales Location: EMEA

Start date: As soon as possible

Application process

Interview with recruiter

Interview with future manager

Interview with Panel Executive

Interview Prior employment verification check

#LI-DNP

Please mention the word ****ASTOUNDED**** and tag `RMzQuMTUwLjE4OC4xMA==` when applying to show you read the job post completely (`#RMzQuMTUwLjE4OC4xMA==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

Remote – Referral Board

Job Location

Remote

Base Salary

\$ 62500 - \$ 100000

Date posted

April 27, 2024

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