

Sales Development Representative Spanish speaker

Description

Collaboration and innovation, while staying humbly open is at the root of our identity. Brevo, formerly known as Sendinblue, is the leading Customer Relationship Management (CRM) suite designed to efficiently build meaningful customer relationships at scale in a fast changing digital world. With Brevo, businesses have a unified view of the customer journey in one easy-to-use platform to grow their business with intuitive marketing and sales tools such as Marketing Automation, Marketing Campaigns over Email, SMS, WhatsApp, Chat, and much more. Today, more than 500,000 businesses across 180 countries, including Sodexo, Louis Vuitton, Carrefour, eBay, and Michelin, trust Brevo's reliable technology and 75+ integrations to deliver unparalleled customer experiences, reduce costs, and drive sales in one CRM suite. Brevo reached the coveted Centaur status with \$100M ARR in January 2022, and has more than 800 employees globally. Its global operations are headquartered in Paris. As the recipient of 2022 Best in Biz SMBs and 2023 Built In Best Places to Work awards, we truly value creating a space where our team members and clients feel that they are heard and respected. If you're looking for a fast-paced and exciting environment where your potential for growth and development is unlimited, then we look forward to meeting you soon! We are looking for an exceptional Sales Development Representative to continue to build a talented and engaged sales team, aligned with our values and motivated to contribute to our success. Your main objective will be to qualify and convert our inbound prospects into paying clients, by qualifying Enterprise opportunities for Account Executives. As Sales Development Representative, you will:

- Qualify leads from marketing campaigns as sales opportunities
- Identify client needs and suggest appropriate products/services
- Set up meetings or calls between (prospective) clients and Account Executives
- Offer product/platform demonstrations (at professional events)
- Ensure up-sell and churn prevention strategies
- Reply to client requests for proposals
- Present all the advantages of our solution, be a spokesperson for our entity
- What you'll acquire with this role: A very thorough SaaS industry knowledge
- Sales pitch & marketing knowledge on the Digital Marketing industry
- Sales Coaching
- Confidence to speak with C-level executives and also to the different technical & product Business Units
- The possibility to quickly evolve in the company
- What will contribute to your success: You have between 1 to 3 years of proven sales experience ideally in the B2B SaaS area
- You have excellent written and spoken communication skills in Spanish and English
- You have outstanding communication and interpersonal skills
- You're able to learn new systems and processes quickly
- You're proactive and demonstrate hands-on mentality
- You're an active listener, curious, autonomous, you are ambitious, and would like to actively participate in the Brevo growth
- Nice to have: you've experience with email marketing/online marketing software and with Salesforce
- What we offer: A unique opportunity to join an international and collaborative scale-up environment in a hyper-growth context
- Brevo offers an Ownership Plan, which is inspired by ESOP or stock programs. This way, you will participate in the event of financial success with a considerable bonus
- Meal vouchers - Swile (12,5 € per day)
- Excellent private health care, of which 70% is covered by the company
- RTTBi-annual global company offsite; inter-office trips (when the current sanitary situation permits)
- Work's council benefits (Leeto)
- Social and green committees to take care of environmental and social matters
- Several services related to prevention, health and personal and professional well-being on Welii platform
- Very competitive referral program
- Second parent leave: 1 month of fully paid leave
- Kids leave: additional time off if your children are sick and need you
- English and French classes, and over 155000 courses available on Udemy
- Budget to support your workspace at home

Hiring organization
Brevo

Job Location
France

Base Salary
\$ 60000 - \$ 110000

Date posted
May 30, 2024

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Contacts

Job listing via RemoteOK.com