

## Sales Development Representative

### Description

**The Team & Role** The Sales Development Representative (SDR) will create new business sales opportunities for SevenRooms. SDRs will research restaurants, hotels, and hospitality operators in the APAC region. Then, the SDR will create an outreach plan and determine how these operators can benefit from using the SevenRooms platform. SDRs will identify, engage, and qualify prospects that fit within our target customer profile. You will play an important role in the sales process by promoting the power of our one-of-a-kind guest experience and retention platform through introductory and discovery calls. Our most successful SDRs are curious, autonomous, and goal-focused. You are someone that connects and builds positive relationships with people from all walks of life. The SevenRooms Sales team is on a mission to redefine and reshape the hospitality industry for restaurant operators around the globe. We are changing the current landscape by opening the door for hospitality operators to grow their guest relationships, reducing dependency on 3rd party networks, and streamlining operations. SDRs can expect to be supported and challenged by their manager and peers, steering them towards a successful SDR tenure with career pathing into other areas of the business such as management, Sales (Account Executive), Marketing, or Customer Success roles. You will report to our Director of Sales Development who is focused on the production and professional development of the team.

**What You'll Do**

**Prospecting:** Prospect and identify clients to contact by email outreach and cold calling

**Engagement:** Inspire prospects to learn about how SevenRooms can be an asset to their business

**Pipeline Management:** Manage an organized pipeline in Salesforce.com

**Outreach & Research:** Test new technologies to source contact information and facilitate outbound outreach; discover new target markets and implement thoughtful campaigns through outbound calls and emails; assist the sales team by identifying relevant decision makers

**Relationship Building:** Establish relationships with prospects in the US and across the world

**Who You Are** You have 1+ years of previous work experience and are passionate about the hospitality industry. You have cold calling, sales training and Salesforce.com experience is preferred. You have incredible attention to detail and are able to juggle multiple requests. You are comfortable working autonomously in a quota-driven sales environment. You have strong written and verbal communication skills. You excel when faced with a challenge.

**What We Offer** A fresh start with a flexible and independent working schedule. SevenRooms provides all employees with their first two (2) weeks of employment as paid time off to relax and recharge before starting their journey with us. You'll also have access to unlimited paid time off, including tenure-based PTO minimums and the option to work anywhere at any time. Fair and equitable compensation: Our compensation packages are competitive based on external market data. At SevenRooms, you can expect fair pay for your hard work and dedication to helping us transform the hospitality industry. In addition, we also offer equity in our growing organization. Employee programs and recognition: Through our Roomie's Choice program, all employees at SevenRooms receive a monthly stipend to spend however they see fit. You'll receive an additional monthly dining credit to use towards SevenRooms clients and a unique milestone reward for every year you're a part of our team.

**Opportunities for training and professional development:** Your manager will partner with you on establishing quarterly objectives that not only benefit the company but aid in your overall career development and advancement. SevenRooms also provides financial support for continuing education, certifications, or participation in external training programs. Please mention the word **\*\*ENCHANTED\*\*** and tag `RMzQuMjEzLjEzNS40OA==` when applying to show you read the job post completely (`#RMzQuMjEzLjEzNS40OA==`). This is a beta feature.

### Hiring organization

SevenRooms

### Job Location

Melbourne, Victoria, Australia

### Base Salary

\$ 50000 - \$ 105000

### Date posted

June 6, 2024

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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