

SALES DEVELOPMENT REPRESENTATIVE

Overview:

Our client is a fast-growing brand protection business helping e-commerce companies identify and remove copycats, counterfeiters and online scammers. They are looking for a remote Sales Development Representative to respond to warm inbound leads, qualify opportunities and book meetings for the sales team.

This is a fast-paced role for someone who is confident on the phone, highly responsive and motivated by performance.

Responsibilities

- Respond quickly to new warm inbound leads.
- Contact leads within approximately one minute.
- Qualify prospects and identify strong opportunities.
- Book qualified meetings for the sales team.
- Follow up with leads who do not answer.
- Maintain consistent activity across your pipeline.
- Log calls and notes accurately in the CRM.
- Keep lead information organised and current.
- Support smooth handover of qualified opportunities.
- Work toward meeting and conversion targets.

Requirements

- Confident and comfortable on the phone.
- Strong verbal communication skills.
- Sales or lead qualification experience advantageous.
- Fast, responsive and reliable.
- Strong organisational skills.
- Comfortable managing multiple leads at once.
- CRM experience advantageous.
- Motivated by bonus-based performance.
- Comfortable working independently and remotely.
- Able to work New York business hours.

