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Outbound Sales Representative

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Company: AlphaPoint Corp.

Location: dubai

Category: other-general

About AlphaPoint:AlphaPoint is a financial technology company powering digital asset exchanges and brokerages worldwide. Through its secure, scalable, and customizable white label digital asset trading platform, AlphaPoint has enabled over 150 customers in 35 countries to launch and operate digital asset markets, as well as digitize assets. AlphaPoint and its award winning blockchain technology have helped startups and institutions discover and execute their blockchain strategies since 2013.Please submit CV's in English only.This is a Remote Work Opportunity. Outbound Sales Development Rep

responsibilities:Passionate about Crypto markets with an ability to create and manage a pipeline of outbound client leads using technologies like Hubspot, Salesforce, Sales Navigator.Strong Communication skills with the ability to present and makes sales pitches to potential clients.Participate in offline crypto gatherings, parties, and events to network with local community developing outbound sales leads.Work with other sales members as well as marketing to organize crypto events growing brand awareness.Understand customer requirements and identify business challenges.Hunter mentality in seeking out new business.Ability to articulate value propositions to effectively nurture leads for handoff to sales.Prior sales or lead qualification experience is preferred.Sustained energy and positive attitude - this position requires someone who loves to work!Strong problem solving skillsAbility to focus, prioritize, and manage time effectively.Ability to work independently in an unstructured evolving startup environment.Articulate and passionate; this comes through in your excellent verbal and written communication skillsProficiency with social media (LinkedIn, Twitter, Facebook, Reddit, and others)Energy and desire to make numerous (50+)

outreaches daily
Email marketing experience
Strong analytical skills to monitor data capture and use of reporting tools to track performance.
Preferred skills & experience:
Passionate about the blockchain and Crypto space
Knowledge of Financial Technology

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