

Sales Development Representative Jobs In Sharjah | Deel

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Company: Deel

Location: sharjah

Category: other-general

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Companies should be able to hire the best talent anywhere in the world, so we are building the best platform to make that a reality. Our market-leading technology, expertise, and global team are crucial to the success of Deel's platform. We deliver the best products and platform features in our space, enabling millions of jobs worldwide and connecting the global workforce with the best companies and opportunities.

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ResponsibilitiesDrive Deel's growth through inbound and outbound prospecting efforts, generating sales leads that will turn into opportunities and closed business.

Learn from our well-seasoned sales team and help build out our world-class Sales Playbook and Tech Stack.

Educate and develop leads through inbound or outbound prospecting via phone calls, emails, events, webinars, and assorted campaigns.

Identify and develop an in-depth understanding of each lead generation process, supporting marketing activities, prospect touch-points, and the handoff to an Account Executive.

Generate emails sequences, make cold-calls to map and penetrate accounts.

Conduct follow-up calls and emails until meetings are set. Apply Also???? OCTG/ NDT Inspector Jobs In Abu Dhabi | NOV

Requirements+1 year of experience as an SDR in the MM or ENTERPRISE market
Professional English.

You have an entrepreneurial spirit/experience with a strong growth mindset

You have a way with words and can write email copy and sequence campaigns that convert

You are adaptable and comfortable with a fast-paced environment

You are an active relationship builder who can collaborate with internal and external teams to consistently improve processes and communication workflows

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