

## SMB Sales Development Representative Jobs In Dubai | Deel

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Company: Deel

Location: dubai

Category: other-general

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Deel is a global team that helps businesses hire anyone, anywhere, easily. Deel consists of more than two thousand self-driven individuals spanning over 100 countries. Our unified yet diverse culture keeps us continually learning and innovating the Deel platform and our products for customers.

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**Responsibilities** Drive 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 email sequences, and make cold calls to map and penetrate accounts.

Conduct follow-up calls and emails until meetings are set. [Apply Also Thai Spa Therapist Jobs in Abu Dhabi | Shangri-La Hotels](#)

**Requirements** You are smart and work hard

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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