



Job Offer: Sales Development Representative

Why do we need you?

Autea is a growth IT services company based in Gliwice, Poland. We build and deliver custom software solutions for clients ranging from technology start-ups to large corporations from around the globe. We are currently looking to expand our sales team to gain scale in reaching overseas and domestic prospect base. Recruiting a Sales Development Representative is a part of this plan.

What exactly are you signing up for?

As a sales development rep (SDR) you will work as inside sales rep that solely focuses on outbound prospecting. Unlike quota-carrying sales people, sales development reps don't focus on closing business. Rather, SDRs focus on moving leads through the pipeline. You will be given a lead list by marketing and then email and dial prospects in order to qualify which leads quota-carrying sales reps should spend their time with. This will enable closers to spend more time selling to qualified leads.

What do we expect from you?

1. A good understanding of the position definition above is a must, including terms like the pipeline, outbound etc. so that we can engage in basic discussion about who a sales professional is during the interview.
2. Proof that you were able to commit, fight and win in the past because the job you are signing up for requires a high level of motivation and ability to deal with failure and rejection.
3. Your ultimate career goal - we want you to be able to clearly articulate what is your aim so that we can help you with your development towards that goal.
4. Ambition - there is a lot to be learned and little time to spare: so we will ask you to tell us how will you progress from SDR to Account Executive role within 9 months.

What's in it for you?

You will be teaming up open-minded empathetic people who are not only great to work with but also learn from.

Your work time will be flexible - we will ask you to deliver results, not time.

You will be entering a small IT company in its early stages - therefore, your presence in a team can have a significant impact on the performance and the future shape of the venture.

But, perhaps most importantly, we will all be committed to developing your skills that will enable you to become successful top of the line professional in your domain of expertise.

How to apply?

Since the critical part of the work will be done over the phone and video calls in English, in order to apply just reach me anytime at +48 692 817 232 introduce yourself in English and we will take it from there.