



<https://yoyofumedia.com/job/sales-development-rep-remote/>

Sales Development Rep (Remote work-from-home)

Description

As a sales rep in Philippines, you will be responsible for executing sales strategies, driving revenue growth by penetrating similar digital marketing channels and developing new customers.

We are a leading remote marketing agency that focuses on delivering results and client retention. We take local businesses and e-commerce startups and turn them into successful multimillion-dollar brands through Google Ads / SEO.

This candidate requires a proven track record of success surpassing sales quotas, hitting aggressive targets, and maintaining a high-producing sales pipeline. You must possess a hunter mentality and have a desire to thrive within a competitive market.

We have immediate openings for a talented biz devs to search for new clients who may be a good fit, walk them through our discovery and sales process, and close new businesses. Our company prides itself in delivering phenomenal results for our clients; we want to work with people who we can truly help in a massive way.

In this unique position as a business developer, you will act as the lifeblood of our agency. You will work in a fast-paced environment that requires quick decisions, creative solutions, and attention to detail.

Responsibilities

- Discovery, prospecting, strategy, and closing skills.
- Development of agreements and closing of new business
- Pipeline Management and follow-up on old leads inquiries.
- Develop and execute successful sales campaigns
- Personally create new leads from prospecting efforts and thoroughly qualify leads & sales opportunities
- Track Your Own Metrics and Closing Rate in CRM and Google Sheets

Education

- Bachelor Degree

Qualifications

- C2 Level English (Fluent, no accent)
- At least 1 year of sales industry experience
- Experience with CRMs
- Experience creating pipelines through outbound strategies and handling outbound leads

Job Benefits

- Base pay plus Commission.

Hiring organization

YoYoFuMedia, LLC

Employment Type

Contractor

Beginning of employment

jobImmediateStart

Industry

Sales

Job Location

Remote work from: Philippines

Working Hours

9 AM – 5 PM Pacific Time

Base Salary

₱ 56,670 - ₱ 153,000

Date posted

October 9, 2023

Valid through

31.08.2024

- Generous commission structure with accelerators and room to exceed.
- Unlimited/uncapped earnings
- Work-from-home remotely
- Continued education and training
- Our hiring philosophy is that we aim to hire people we can trust to get the work done and then give them as much freedom as we possibly can.

Are you a good fit for us? Then apply now.

Please send your CV and a few words on why you would like to apply to YoYoFuMedia Careers via careers@yoyofumedia.com .