



is looking for a **Sales Development Representative**

About Verbolia

Founded in 2018, **Verbolia** is disrupting the way to approach search marketing with a super innovative SaaS technology. We are growing very rapidly internationally and we won several awards like the IAB MIXX Award for the “Best MarkAd-Tech Tools” and the Digital Wallonia Startup of the year award.

It is truly important to us that each team member is happy in the team, with interesting challenges, a good understanding of his/her contribution to the company, a nice environment, a super flexible home working policy,...

When recruiting a new team member, we'll always focus primarily on:

- Company culture fit: be trustworthy, friendly, willing to help
- Adaptability: be ready to evolve along with the company
- Solution-oriented: never come with a problem, always come with a solution to a problem

About the job

This year events have created an unprecedented E-business acceleration and therefore a momentum for **Verbolia** not to miss. To keep our growth plan running we are seeking for an entrepreneurial, creative and team player **Sales Development Representative EU (Based in Belgium)** to thrive on challenges and deliver an aligned message that moves more leads through the sales funnel. As a sales representative, you will be a crucial part of the team. You'll be responsible to grow and expand our business customer base by generating qualified leads.

You will

- Working closely with your sales and marketing colleagues
- Respond to inbound interests to build rapport and establish long-term relationships
- Identify and prioritize target accounts and key prospective contacts
- Research business challenges of companies and contacts using various data source
- Proactively target prospects via diversed channels like e-mailing
- Make amazing first impressions and help schedule meetings
- Maintain active engagement with prospects and clients through follow-up and maintain accurate and timely notes on interactions within the CRM system.
- Manage account administration and offers
- Grow as a sales person and take on bigger and greater challenges

Skills and experience

- You have a first working experience in sales in a relevant field
- A positive and can-do attitude
- You are capable of working independently and acting proactively
- Outstanding verbal and written communication in English Other languages are a plus!
- Technologically savvy, organized, goal-oriented
- Excellent communicator, as well as listening skills
- Able to work in a rapidly expanding and changing environment
- Desire to learn and grow with the company.

Get in touch

Contact us on jobs@verbolia.com