

Sales Development Representative

Welcome to Floship, where we specialize in e-commerce fulfillment services tailored for business owners and brands with a global online reach. Our venture-backed company proudly stands among the top 100 Financial Times ranked Asia-Pacific High-Growth Companies, reflecting our commitment to excellence.

At Floship, we thrive on a dynamic start-up culture that fosters collaboration and innovation. Our aspiration is to collaborate with exceptional individuals who share our vision and passion for success.

Currently, we are looking for a Sales Development Representative to join our Growth department in order to help Floship in a high-growth period, conducting market research to identify new leads.

Responsibilities

- Utilize CRM, LinkedIn, and emails to generate new business opportunities.
- Identify potential clients and subsequently create a database based on customer personas.
- Anticipate needs by conducting market research to identify new leads.
- Establish active communication and engagement with prospects to create sales openings.
- Set up meetings or calls between (prospective) customers and sales executives.
- Report to the manager with weekly, monthly, and quarterly results.
- Deliver on KPIs assigned to the above.

Requirements

- Exceptional spoken / written English.
- Curious, with the ability to learn and react fast.
- 1 year of sales experience, with a history of exceeding lead targets.
- Experience in the eCommerce/B2B software/Start-up industry preferred.
- A “can do” mentality. Proven creative problem-solving approach and strong analytical skills
- Able to handle constant change and speed in a start-up environment.
- Familiar with sales tools, including CRM, email automation, database management, LinkedIn Sales Navigator.

Here's what we've got for you:

- A lively and exciting work environment with plenty of challenges to keep you engaged.
- We're all about your personal and professional growth - count on us to support you every step of the way.
- Our team is a colorful mix of people from around the world, celebrating diversity and inclusion.
- From day one, you'll have the chance to make a real impact in our fast-growing global company
- Working from Home: Embracing the benefits of a remote setup, you'll have the opportunity to work from home, eliminating the need for daily commutes and providing you with a more convenient and efficient work arrangement.
- Flexibility: We value the uniqueness of each team member and recognize that different individuals thrive under different circumstances. With that in mind, we offer flexible working hours, empowering you to schedule your workday around your personal needs and commitments.
- Remote Work: We understand the importance of flexibility, so you'll have the option to work remotely, allowing you to work from the comfort of your home or any location that suits you best.

At our company, we believe that a supportive and inclusive work environment coupled with remote work and flexible options can contribute to a fulfilling and balanced professional life. You'll have the chance to tackle exciting challenges, grow both personally and professionally, and engage with a diverse group of individuals from all around the world.

Join us at Floship, where your expertise and dedication will be instrumental in shaping the future of e-commerce fulfillment, and together, we'll achieve remarkable milestones!