



# Sales Development Representative (SDR)

\$25k – \$50k

## Virtual Expo Solution (Event SaaS)

EventXtra on a mission to help event organizer and manager to cut cost and time through replacing labor-intensive task by mobile technology and make it extremely accessible everywhere. We provide one stop event software, including virtual exhibition platform, checkin system, participant management, event engagement, instant polling, instant feedback and post event networking with accessible prices and easy-to-use functionality for all phone users. We have served more than 3M event guests and 15K events for companies and organizations including Apple, Alibaba, Economist, Web Summit, RISE, Deloitte, HKTDC, HK Gov, Cyberport, Hong Kong Science Park.

## Essential Job Responsibilities

- Conduct outbound telemarketing activities towards targeted accounts, prospect lists, and other call campaigns.
- Build and cultivate customer relationships by initiating communications and conducting follow-up qualification in order to move new business opportunities into the sales funnel.
- Perform initial needs assessment and identify prospects pain points to determine how EventXtra's solutions could address those needs.
- Develop and increase industry/product knowledge and acumen to position EventXtra's value proposition to multiple vertical segments.
- Actively participate in trade show/event planning to secure attendees and maximize prospect meetings for the Sales team.
- Conduct research to expand prospect list using tools like ZoomInfo, LinkedIn and other methods
- Maintain accurate records of all activities in CRM and promote database cleanup and hygiene through regular and ongoing maintenance activities
- Accountable for meeting or exceeding monthly qualified objectives and quotas

## **Must have**

- Strong presentation and communication skills (verbal, written, and active listening)
- A dynamic “hunter” personality with a drive to reach decision makers is essential
- Team oriented with ability to succeed in an ever-changing, entrepreneurial environment

## **Good to have**

- SaaS or subscription sales is a plus
- 1-2 years of sales, marketing or telesales experience is preferred
- 1+ Years of Software Sales experience preferred;
- Experience with CRM is a plus

## **Application:**

Please directly apply at:

[https://angel.co/jobs/signup?job\\_listing\\_id=249810&slug=eventxtra&source=company+profile&source\\_content=apply\\_button](https://angel.co/jobs/signup?job_listing_id=249810&slug=eventxtra&source=company+profile&source_content=apply_button)