



## Sales Development Representative – English/Portuguese

Talkdesk Sales Academy is an opportunity for recent graduates from European universities to experience a startup environment in one of the most trendy cities in Europe - Lisbon.

Talkdesk, a leading cloud-based communication platform, is a San Francisco based startup with office in Lisbon invites recent graduates to apply for Talkdesk Sales Academy program. The program entails rigorous product training, while coaching on essential sales skills which can then be applied in a sales development role.

We are looking for candidates that speak fluent english. You should be motivated for new challenges, be driven and persistent. We will teach you everything else.

### Responsibilities:

- Generate new business opportunities to fuel the sales pipeline
- Efficiently respond and qualify inbound marketing leads
- Help create and prioritise strategy target account lists within a defined territory
- Research and build new and existing accounts (i.e.: adding contacts, emails, strategic calling)
- Conduct high level conversations with Senior Executives in prospect accounts.
- Achieve monthly quotas of qualified opportunities and closed business
- Make the appropriate research to produce key contacts and critical account information prior to a prospecting call.

### Requirements:

- Bachelor's Degree in Marketing or a related field
- Excellent written/verbal communication skills
- Strong problem solving skills
- Highly motivated and a thirst for learning
- Driven to achieve results in a competitive market
- Ability to understand customer needs and meet that need with a successful product sale
- High level of English knowledge, both written and spoken
- Based in Lisbon

### Optional:

- [Salesforce.com](https://www.salesforce.com) knowledge/experience
- Previous experience in prospecting experience
- International academic experience and pro-activeness
- Certification of English Proficiency Exam\Course

### Benefits:

- 3 Month internship with intensive training and the possibility of integrating the team on a short term.
- Opportunity to work under a career plan on the area of Sales.
- Paid Internship.

Please send us your CV application to:

E-mail - francisco.silva@talkdesk.com OR Website: <https://www.talkdesk.com/jobs/670484>

With the title "Talkdesk - Sales Development Application - NAME"