

Australia Jobs Expertini®

Sales Development Representative -(Australia) Australia

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Company: Drawboard Pty Ltd

Location: Australia

Category: other-general

Drawboard is a SaaS company creating a world that works without paper, with a niche in Design & Construction. We do this by creating the world's best document markup and collaboration platform - think Google Docs for PDFs. You may know us as being globally pre-installed on Microsoft Surface devices, helping millions of people replace physical paper with a digital pen. Drawboard is a young and progressive Software-as-a-Service team looking to strengthen our presence in the Architecture, Engineering, and Construction tech market (and other document-heavy markets) in Australia, the US, and across the world. Our customers span the largest engineering and design companies in the world. The Benefits

- Great compensation, including equity options to be part of our journey
- Flexible work - work from home or work from an office
- Premium hardware to suit the job
- A great social atmosphere with the team, both virtually and in-person
- Be part of a team and vision that is contributing to a greener, more sustainable world

The Role

- Outbound activity - Compiling a leads pipeline through sales outbound campaigns through various prospecting tools, setting up meetings for our account executives
- Inbound activity - Develop a strong understanding of our products, and be able to communicate this to customers
- Working with outbound email sequence (reply.io) and CRM (Hubspot) tools
- Sending high volume email and fielding initial sales calls

This role may involve full sales cycle workflow (cold leads through to closing deals and account management) You This role requires high autonomy and independence We require that you are excellent with software - being able to work with Google Sheets, CRM and other SaaS software with speed. 2+ years experience working in a tech sales role, preferably SaaS Very comfortable jumping on the phone

Next Steps Check out our website, and

products. You can try them here: To be considered, you must tell us why you like our software, and why creating a world that works without paper is important to you. We love working with people that are a strong culture fit with our team, because, if we're a fit, we know you'll love it too. We like to have fun, create a better world, look out for each other, and make sure everyone feels respected in a diverse and inclusive environment. We'd love to hear from you if this sounds like you!

#J-18808-Ljbffr

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