

UK Sales Development Representative

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Company: RingCentral

Location: Australia

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UK Sales Development Representative page is loaded UK Sales Development Representative Apply locations Manila, Philippines time type Full time posted on Posted 30+ Days Ago job requisition id R071015 Say hello to possibilities at Acquire Asia Pacific Philippines Inc. (Acquire BPO) under the RingCentral account (RingCentral). It's not everyday that you consider starting a new career. We're Acquire BPO, and we're happy that someone as talented as you is considering this role. First, a little about our client, RingCentral is a \$2 billion global leader in cloud-based communications and collaboration software. RingCentral is fundamentally changing the nature of human interaction—giving people the freedom to connect powerfully and personally from anywhere, at any time, on any device. We're currently looking for: Sales Development Representative To succeed in this role you must have experience in: Responsible for selling and managing complete range of RingCentral products and services Implementation of Sales Strategy Understand Sales Process and Selling through Curiosity Management of Sales cycle from Lead Generation to Close Lead identification, Qualification, and Sales pipeline management Develop Revenue Contribution to highest levels of prospect and customer satisfaction Desired Qualifications: Minimum of 1-year B2B Sales experience Strong verbal and written communication skills Ability to communicate, present and influence decision makers at all levels of an organizations Effective presentation and negotiation skills Self-motivated and able to thrive in a results-driven environment Natural relationship builder with integrity, reliability and maturity Salesforce.com experience is a plus Amenable to working night shifts We offer all the work/life benefits you could ever want, (and none of the micromanagement.) Flexible work arrangement (Hybrid Setup) Amenable to report both in Cubao

or Ortigas site Comprehensive HMO package (medical and dental) Personal Time Off Leaves Performance Incentive (Uncapped Commissions) Employee Assistance and Wellness Programs RingCentral's Sales team builds, grows and nurtures relationships—from small businesses to global enterprises. RingCentral has become the leading global cloud-based communications provider because it is not just selling solutions; it is changing the nature of communications. RingCentral's work culture is the backbone of our success. And don't just take our word for it: we are recognized as a Best Place to Work by Glassdoor, the Top Work Culture by Comparably and hold local BPTW awards in every major location. Bottom line: RingCentral is committed to hiring and retaining great people because you power our success. RingCentral offers on-site, remote and hybrid work options optimized for the ways we work and live now.

About RingCentral/Acquire BPO RingCentral, Inc. is a US-based company engaged as a global provider of cloud unified communications and collaboration solutions. It is being serviced in the Philippines by its offshore partner Acquire Asia Pacific Philippines, Inc. Acquire BPO is an award-winning, global business outsourcer with 8,500+ staff operating out of Class A offices in 16 locations across the Philippines, Australia, the Dominican Republic, and the US, as well as from comprehensive Work-from-Home environments, where client-permitted. We are one of the fastest-growing BPO companies and Australia's largest outsourcer to the Philippines. We have 15 years of experience delivering intelligent contact center and back-office functions for global businesses across many industries including telecommunications, banking and financial services, insurance, media, education, and retail. We're recognized as being Safe, Flexible, and Innovative, giving our clients the capability to Outsource with confidence. As a dynamic organization with the ability to take your career to the next level, we're looking for strong candidates to join our team and partner with one of the biggest cloud communications companies in the world - RingCentral. We value our employees highly and, as such, offer excellent career development programs and competitive compensation and benefits packages. Acquire BPO is an equal opportunity employer that truly values diversity. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status. By completing your application for this role, you: Agreed that the information collected through this site will only be processed with your prior consent and for the purpose of facilitating your employment opportunities Have read and agreed to our Data Privacy Policy

RingCentral, Inc. is a US-based company engaged as a global provider of cloud unified communications and collaboration solutions. It is being serviced in the

Philippines by its off-shore partner Acquire Asia Pacific Philippines, Inc. Similar Jobs (5) Sales Development Representative locations Manila, Philippines time type Full time posted on Posted 30+ Days Ago Sales Development Representative locations Manila, Philippines time type Full time posted on Posted 30+ Days Ago Sales Development Representative locations Manila, Philippines time type Full time posted on Posted 30+ Days Ago RingCentral, Inc. (NYSE: RNG) is a leading provider of global enterprise cloud communications, collaboration, and contact center solutions. More flexible and cost-effective than legacy on-premises systems, the RingCentral platform empowers employees to Work as One™ from any location, on any device, and via any mode to better serve customers, improving business efficiency and customer satisfaction. The company provides unified voice, video meetings, team messaging, digital customer engagement, and integrated contact center solutions for enterprises globally. RingCentral's open platform integrates with leading business apps and enables customers to easily customize business workflows. RingCentral is headquartered in Belmont, California, and has offices around the world.

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