

Datadobi – Commercial Development Executive

Commercial Development Executive

Job description

This is a technical sales position for our growing sales team. As Commercial Development Executive, you will be involved in generating leads and qualifying opportunities in support of our field sales teams.

Responsibilities include:

- Cold prospecting (cold calling/emailing): making multiple outbound calls and emails to potential clients.
- Understanding client needs and offering solutions and support.
- Researching potential leads from business directories, web searches, or digital resources;
- Qualifying leads from digital campaigns, conferences, references, tradeshow, etc.
- Creating and maintaining a database of prospect clients.
- Presenting and delivering information to potential clients.
- Answering potential client questions and follow-up call questions.
- Working with sales team when closing sale.
- Tracking weekly, monthly, and quarterly performance and sales metrics.
- Present tracking metrics to regional team, including Sales VP, weekly.
- Building pipelines with channel partners and team members to close sales.
- Maintaining database (Salesforce) of prospective client information.
- Closing sales and working with client through closing process.

The successful candidate's required skills and experience

- High school degree or equivalent.
- Comfortable making cold calls and talking to new people all day.
- Comfortable writing emails and giving input on email campaigns.
- Ability to effectively leverage digital and ai tools to engage buying audiences
- Excellent verbal and written communication skills; the ability to call, connect and interact with potential customers.
- Persuasive and goal-oriented.
- Possesses an energetic, outgoing, and friendly demeanor.
- Eager to expand company with new sales, clients, and territories.
- Self-motivated and self-directed.

- Able to multitask, prioritize, and manage time efficiently.
- In-depth understanding of company services and its position in the industry.
- Ability to understand an indirect sales (channel sales) motion and collaborate and execute shared goals.
- Tenacity to handle rejection and continue on with a positive attitude when reaching next potential client.
- Knowledge of sales process from initiation to close.
- Ability to work independently or as an active member of a team.
- Strong computer skills, including Microsoft Office Suite (Word, PowerPoint, Outlook, and Excel) and Salesforce experience preferred (training on Salesforce provided).
- Proficiency/experience using Apollo and Hubspot is a plus.
- 25% travel.

Why Work for Us:

Datadobi, a global leader in Unstructured Data Management, is revolutionizing unstructured data management with its StorageMAP platform. Enterprises can make data-driven decisions that transform unstructured data from an expense and risk into a competitive advantage and revenue.

Founded in 2010, Datadobi is a privately held company headquartered in Leuven, Belgium, with subsidiaries in New York, Melbourne, Dusseldorf, and London.

Our agile, high-energy culture rewards top performance and the contributions of those passionate about our collective growth and success as we continue to build the world's most powerful, comprehensive, and real-world proven unstructured data management platform.

What we offer

The successful candidate will receive a competitive remuneration package commensurate with their skills and experience.

OTE \$160K - \$180K + fringe benefits

<https://datadobi.com/>