



## **Sales Development Representative**

ALLOcloud ([www.allocloud.com](http://www.allocloud.com)) is a Cloud-based Telephony and Collaboration service provider based in Saintes, Belgium (close to Brussels, near Halle).

### **Candidate profile:**

Do you love to bring Value to conversations and build strong relationships? Would you like to develop your prospecting skill to the highest level with the latest methods and tools? Build relationships internally and externally to develop innovative solutions with our customers and create added value? Do you also want to be part of a fun and entrepreneurial software company in the tech world? Then you should read on!

Our Sales Development team delivers above and beyond and is looking for new colleagues to continue to contribute to the company's growth!

### **Job description:**

In the role of Sales Development Representative (SDR), you are responsible for identifying, qualifying and contacting potential prospects and through a first contact inspire them to explore more about our solutions.

We who work in the team today consist of experienced salespeople who value building relationships with empathy, personal commitment and relevance. We are looking for a team player who can add a personality and new competences to our team!

As an SDR, you will work with the following:

- Structured processing of potential customers and relationships via our systems.
- Personalised and relevant conversations with our customers in all digital channels: email, call, LinkedIn, video etc.
- Collaborate with our sales people to create more business opportunities together.
- Convert and qualify incoming leads into sales opportunities.
- Lead relationships to the next step in an initiate meeting with sales
- Nurture and develop leads through mailings, information, convey value and present our solutions.
- Stay up to date on our products and services, as well as industry trends and competitors. Of course, you also get training internally!
- Actively participate in training and projects to learn about the new and best methods for developing in sales.
- Share your insights, knowledge and effort to educate and evolve the team knowledge.



### Required expertise:

- 1-5 years of experience in Prospecting or Sales - preferably in IT / SaaS solutions.
- Experience of working with Hubspot or equivalent CRM system.
- Good communication skills in Dutch, French and English in speech and writing.
- Willingness and drive to develop in the role of SDR via new technology and systems.
- Fearless in testing new technologies and strategies
- Administrative vizard - pipe building expert
- Show great team player skills with empathy and respect for your own and shared KPIs.

ALLOcloud was acquired by Telavox last year and we currently are in a transition phase.

Telavox is the place to be!

“Since Telavox's journey started in 2002, we have strengthened our position as the leading forward-thinking communication platform for businesses. We offer Telephony, PBX, Messaging, Meetings, and Contact Center in one simple platform. Unlike our competitors, we own our platform and develop everything ourselves in-house.

Today we are a fast-growing and profitable company with +400 Telavoxers in nine countries. In addition to being part of an entrepreneurial and forward-thinking tech company, we can offer you a warm-hearted culture, legendary kick-offs, competence development, great career opportunities, and lots of fun! “

Please send your CV to: [laurent.muyll@allocloud.com](mailto:laurent.muyll@allocloud.com)