

JOB DESCRIPTION

Climber Hotel is committed to creating a trusted, global brand in solutions for hotel revenue management. We want to empower independent hotels and small hotel chains by making the process of managing their hotel pricing easier.

We are an international and a result-oriented team with great ambitions. It is important for us to build a strong team culture in which everyone feels responsible and empowered to achieve his or her potential and be rewarded for doing so.

As we are expanding globally, we're now looking for a **Sales Development Representative (SDR)** to join our growing Inside Sales team. We need great salesperson to help us sell Climber online as if there was no tomorrow. This is a once in a lifetime opportunity to be part of a team that is building a global business from scratch which aims to be the fastest growing B2B SaaS company in Europe. It will take a mixture of autonomy, self-organization, resilience, communication skills and the ability to hustle to be able to do great in this role.

MAIN RESPONSIBILITIES

By being part of Climber Hotel's Inside Sales team you will be then helping moving our business forward. Satisfied clients are everything: enterprises' revenues, invaluable feedback, referrals for natural growth. Climber Hotel's mission of delivering an amazing service to our users is intimately connected to the processes you are able to implement. Understanding the value that Climber Hotel delivers and new ways of scaling our solution is of extreme importance. As a **Sales Development Rep** you will have a hands-on approach following a proven sales methodology that will be allow us to enlarge our sales move the needle furthest:

- Establish and lead the generation of leads and its qualification for new markets (DACH region, Italy, France, UK, others).
- Speak with our hotel clients over phone and email.
- Work with the marketing team on lead-generation.
- Work together with the Sales team to book demos.
- Input and manage clients data in HubSpot CRM.
- Report weekly on your sales pipeline progress.
- Ownership for achieving key sales metrics (e.g. #SQL, #Demos, #Opportunities).
- Goals for the team (estimative for a 3 month-period): 60 opportunities created, 20 trials started, 12 clients closed.
- Besides, you will have the opportunity to experience the entire sales funnel (lead generation, qualification, sales closing and support).
- Receive training on Climber Hotel's inside sales methodology and join ongoing workshops provided by our incubation partners.

REQUIREMENTS:

- Previous experience (professional or academic) in a sales role.
- Ability to work in a fast-paced atmosphere (like 'The Wolf of Wall Street' style).
- Superior communication skills.
- Method and self-organization.
- Desire to work in multicultural teams.

- Autonomy.
- Motivation to work and progress in a startup.
- Fluent in written and spoken English is a must. Any other languages are a plus (German, French, Italian, Spanish, other)

BENEFITS

We have an awesome little office in Lisbon with a sunny rooftop and wine on the fridge for evening sunset chill-out just around the downtown.

A competitive salary of 780€/month provided by [Erasmus for Young Entrepreneurs Program](#) plus bonus based on goals achievement (15€/demo booked, minimum of 20 demos books per month).

We are willing to renegotiate the salary and benefit conditions after 6 months if you excel in the objectives.

But most importantly you'll be working on a product with top-notch, fun team. We really can't stress how much fun it will be. Plus:

- Startup experience in our fast-growing startup
- Direct contact with founding team and management responsibilities
- Power to decide on the future of the company
- Quick progression & exposure to all areas of the business
- Work from sunny Lisbon.

TIMELINE

Start date: Beginning of December 2017 (flexible)

Are you up for the challenge?
Get in touch.



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