

Junior Sales Specialist

Poznań | PLN 1500 – 2000 net + commissions (in dollars)

We've got a Sales team. They need leads. LOTS of leads.

The more leads we generate, the faster our business grows. In 2014 our revenue increased year over year by 880%. How cool is that?

You'll get a chance to see inside the UsabilityTools outbound sales machine. Then we'll work together to figure out which tests and ideas have the best chance to crush our lead gen goals. And we'd LOVE to have another sales specialist join us to drive our lead count.

That sales specialist is you.

You'll learn more in 3 months than you did all of last year.

We're not going to lie, the pace on the Sales team will be intense. But this also means that you'll be learning faster than anyone else in the industry.

We do not require any professional experience. We will upskill you how to do the job right. Above all we value **attitude**, so if you have can-do approach, always meet deadlines and are eager to learn quickly – keep reeding.

Your job:

- prospecting, reaching out and follow-uping with potential customers (mainly at USA)
- learn how to qualify leads, close deals, onboard new customers

Understanding of the digital market, Software-as-Service, or Technical Consulting is a plus.

We are looking for a person who is:

- fluent in English
- highly motivated to target billion-dollars revenue companies
- IN LOVE with sales
- consistent and knows how to get the work done

What's in it for you?

- great money for great results – we mean it (commissions in dollars!)
- flexible working hours
- perfect opportunity to learn about B2B SaaS and grow professionally
- making real impact on the company growth
- did we mentioned GREAT money?

How to apply to be our Junior Sales Specialist?

If you think it's a good fit for you, check out the "6 Must-Do's To Get A Job In UsabilityTools".

Post your CV or any other documents you think would help us with our decision at **career@usabilitytools.com** Remember to put "Junior Sales Specialist" as the title of the email. Adding a cover letter would be a nice touch!

I hope we get a chance to work together!

Sylwia

HR Manager @ UsabilityTools

Got questions? s.smalec@usabilitytools.com