

UNLIMITED WP

https://careers.unlimitedwp.com/?post_type=jobs&p=16588

Sales Business Manager

Description

We are a team of 85+ expert developers and designers who strive to make a difference on the web every day. At UnlimitedWP, our goal is to build web projects that offer beautiful experiences. We exclusively work with digital agencies around the world to offer dedicated WordPress support.

Sales are fun and exciting when you like doing it. It's not for everyone certainly. But if it's something you like doing, continue reading.

A good sale is done when the right product or service is sold to the right client. We believe in serving the right clients with the right solutions.

One of our core values is to Help First. We want to help people achieve results consistently. We happen to create WordPress websites for a living. We work with other digital and web agencies in the US to offer outsourced white label WordPress development service.

Our sales team is based in Boston, MA. We are looking for an individual to join our Ahmedabad, India based office. A new team member will play an important role in our sales cycle. We are NOT looking for a "BD" for cold outreach (calls or emails). We are looking for a person who really understands sales. A sale is a process which needs nurturing. A sale is not won over a phone call but by overall efforts of the sales team by finding the right client to offer the right solution. But before that, each person in the sales team needs to be the right fit.

Please note this is not a marketing position. We have an in-house marketing team that generates leads for us. This position of sales executive is to talk with those leads and convert them into our clients. Before applying, visit our website to learn about our unique business model.

Responsibilities

- Work with Boston based team to help with sales efforts.
- The target audience will be digital and web agencies based in the US, UK and Canada.
- Spark conversations to convert a lead into prospect/sale.
- Attend website chat and get users to book a demo call with us.
- Attend a call to explain our productize development service.
- On call with lead, you will talk a lot about WordPress so familiarity with WordPress is MUST for this role.
- Lead nurture/followups after the call.
- Lead data management in CRM.
- Maintain weekly scorecard.
- Work with the marketing team to send out weekly nurture emails.
- We don't believe in making people do what they do not like or not good at. Rather than imposing our needs, we are open to discussions to see what role is right for you within our sales team.

Employment Type

Full-time

Beginning of employment

Immediate

Duration of employment

Permanent

Job Location

504 & 613 – 615, J. B. Tower, Drive-In Road, 380054, Ahmedabad, Thaltej, India

Working Hours

8:30 working hours a day

Valid through

31.12.2023

Qualifications

- You enjoy **WordPress ecosystem**
- You can qualify the right client before presenting the right solution.
- You are a people's person and can spark a conversation easily.
- You have a minimum of 2-3 years of experience in **web and digital industry**.
- You have a minimum of 2-3 years of sales experience.
- You are fluent in **English**.
- You are transparent and accountable.
- You like to help others.
- You are result oriented.
- You have a growth mindset. Ability to grow as the company grows.
- You are persistent and consistent with your work.
- Your work is not working but a result of a hobby and a passion.

Experience

- You have a minimum of 2-3 years of experience in **web and digital industry**.
- You have a minimum of 2-3 years of IT sales experience.

Job Benefits

- Grow your career with our fast-growing company
- Be a part of a unique WordPress agency
- Flexible timings
- Benefit Plan
- Paid Leave
- 5 Days Working
- Health Benefit
- Process-driven and established environment
- Bi-weekly training sessions

Contacts

For any further information, you can reach out to us at recruitment@unlimitedwp.com.

Hiring organization

UnlimitedWP