

### **Junior Sales Development Representative (SDR)**

**Who we are:** [www.cappitech.com](http://www.cappitech.com)

Cappitech is a leading FinTech company. We believe in using technology to change the way financial institutions are handling their compliance needs. Our technology allows our clients to be better compliant, reduce their total cost of ownership and focus on running their business.

The Sales Development Representative will interact with potential customers to identify sales opportunities. SDR will accelerate revenue growth and allocate those opportunities to the appropriate sales channel. As a Sales Development Representative, you will work as an integral part of Sales and Business Development team and interact with external partners while reporting to the sales manager.

**The position is suitable for:** first degree graduate or final year student (part time position is an option) who is interested in learning how business is done and wish to take an important part in it.

**Position's Responsibilities:** Intensive on-line research while searching for key decision makers from global financial institutions.

- Conduct outbound /cold call & cold on-line engagements and develop leads / prospects and pass to the sales team
- Be creative and implement activities to contact new customers and generate new business
- Accurately track leads & activities (calls, emails, meetings) using CRM
- Ensure handoffs to sales are successful and exceed customer expectations
- On the job training will allow you to acquire knowledge of our products and services, the SDR will need to understand how our products can serve the needs of the potential customer.

**Position's Requirements:**

- English as native language
- Service oriented personality
- Personal drive, energy and enthusiasm to achieve and exceed goals
- Team player with ability to work independently
- Strong communication and interpersonal skills and ability to work in global environment
- Excellent computer skills

**Advantage:**

- Previous intern, part-time or full-time inside sales experience a plus / experience in dealing with both direct and indirect external customers
- European languages
- Previous experience with customer management systems

**Relevant resumes please send to:** [hr@cappitech.com](mailto:hr@cappitech.com)

Only relevant CVs will be answered

(Our office is located in Herzliya Pituach)

