



### Job description

We are looking for a consultative and tenacious **Sales Development Representative** to join our growing **sales team**.

### What you'll do:

- Identify and qualify new sales opportunities for Trade Quorum;
- Learn how global trade works from the ground up and build the foundation for your career at Trade Quorum;
- Work with your dedicated Account Executive to identify ongoing strategic targets;
- Demonstrate the value of our offering through phone call, email, LinkedIn and other social mediums;
- Shadow your dedicated Account Executive in meetings and other activities to help you acquire the skills you'll need for next role on the Trade Quorum sales team.

### What you'll need:

- Bachelor's degree with 1-2 years of professional work experience in Sales, Business Development, Client Success, Investment Banking, Financial Services, or Consulting.
- Excellent communication, interpersonal, and organizational skills. You should be a great writer, speaker, and listener.
- Fearlessness - willing to hop on the phone with new people every day and explain Trade Quorum's value proposition as it relates to each individual you speak with.
- An obsession with prospect happiness - set the stage for effective sales follow-up.
- Flexibility - things change around here. FAST.
- The intellectual horsepower to become an expert on international trade in a matter of weeks, and the curiosity to keep learning about all its intricacies for years to come.
- Fluent English and French. Additional European languages are a plus.