

Inbound Sales Executive

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Company: Hired By Startups

Location: United Kingdom

Category: other-general

Inbound Sales Executive HealthTech D2C Startup Fully Remote Comp Package Below (Base + Commission + Equity + Benefits) At Hired By Startups, we're working with a San Francisco based, YC backed HealthTech Startup, building a new inbound sales team on a remote basis. This startup is scaling lightning fast, growing its customer base 25%+ month on month, and this is your opportunity to join them whilst they're still at a relatively early stage. They're a globally distributed remote team, exclusively servicing US based customers, so you'll need to work US hours, although the US timezone you work is totally up to you. About the role As an Inbound Sales Executive, you will: Call inbound leads, with a calendar of high-intent calls scheduled for you every day. Understand customer pain points, elegantly sell the startup's solution and close deals. Manage your pipeline of deals, following up with customers yet to close. Test and measure new sales techniques to understand what's most effective. Work closely with sales colleagues and Sales Manager to build a sales playbook. Work remotely (all tech supplied) to US hours, on the US time zone of your choosing. About you As Inbound Sales Executive, you'll have: Approx 1+ years' D2C sales experience, closing deals with customers. Experience in HealthTech / MedTech / TeleHealth sales would be beneficial. Previous experience working in a high growth tech startup would be useful. Excellent communication skills, both verbal and written. The ability to manage consumer facing sales processes & deal pipelines. To be comfortable working remotely to US time zones. Real motivation for maximising your earnings through uncapped commission. Benefits This is a role heavily weighted towards commission. You can expect: \$24,000 base salary Uncapped commission (\$90,000 - \$240,000 OTE, % of all revenue closed) Equity in a

high growth startup Fully remote Macbook Personal development budget Personal wellness budget Note; you'll be paid in \$USD, so will be impacted by FX rates fluctuations. If you're looking to join one of the fastest growing early stage startups in the US, with huge earning potential through uncapped commission and work remotely, this is for you. Apply now! At Hired By Startups we hire exceptional sales talent for high growth companies across the UK, US and Europe. If you're hiring sales talent, or looking to join a high growth startup, go to hiredbystartups.com

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