

United Kingdom Jobs Expertini®

Sales Development Representative- French speaker

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Company: Kaltura

Location: United Kingdom

Category: other-general

This is us

Kaltura's (NYSE:KLTR) mission is to power any video experience for any organization – live, on-demand, or real-time. We not only want to make using video simpler, but we also want to better people's lives through video. Founded in 2006, Kaltura is now a global leader in the video market with millions of people using our products daily to teach, learn, watch, connect, and collaborate. Among our customers, you'll find more than 1000 global, well-known organizations.

15+ years since starting the company, we continue to foster a diverse and collaborative work environment where everyone gets a say. Our team is currently 700+ people, and we're still growing. We have offices in New York, London, Singapore, and Tel Aviv, but our technology is all in the cloud.

Kaltura has a fast-paced environment where initiative is always encouraged. Together with our hybrid work model and flexible state of mind, you get the right conditions for creative juices to flow freely. Thanks to our long line of products, cultivation of rich collaborative culture and care for each Kalturaian, you'll never run out of room to grow and evolve.

If you don't meet 100% of the requirements below - that's okay, nobody's perfect! We believe in hiring people, not just a list of skills. We encourage you to apply if you think this is a role that would make you excited about coming to work every day.

The role

Kaltura is looking to expand their EMEA SDR team. As a Sales Development Representative (SDR) you will be using sales strategy, strong prospecting skills, and process to help grow pipeline that leads to revenue. The position will call on you to handle inbound leads, and work with the sales reps to target accounts for outbound efforts. This is a lead generating position with potential to grow to a closing role in the future.

The day-to-day

Leverage sales skills via phone, email and social media in an effort to gauge and influence interest in Kaltura and qualify them for a more in- depth conversation

Position the value of Kaltura's solutions to stakeholders at Enterprise companies, Universities and Colleges.

Manage inbound leads coming from the website, webinars, events among other sources.

Identify and pursue the key stake holders at Fortune 1000 companies.

Consistently meet and exceed SDR quotas for appointments scheduled.

Partner with marketing to execute prospecting strategies.

Learn to sell Kaltura and be placed on a track for growth to a closing role or other position.

Ideally, we're looking for:

Native level French- a must

At least 6 months of sales development experience, preferably at a SaaS company

A process driven individual who can organize and prioritize their prospect list

Someone with a sales strategic mindset

An individual with solid verbal and written sales skills

A team player and a self-starter

Please send your resume in English

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