

Sales Development Representative (f/m)



Location: New York City, USA

wywy is a young adtech company founded in Munich (Germany) with offices in New York (USA) and London (UK). We pioneer the TV Analytics and TV Sync market with solutions that enable TV advertisers to deliver and monitor campaigns across both television and “second screen” devices.

Our New York City office is a fun, flexible environment where you can gain valuable experience while learning a ton about emerging advertising technologies in a thriving industry. We are located in the City Hall WeWork, which includes free coffee/tea, beer, a stocked market of snacks and goodies, all kinds of video games, lots of comfy couches and workspaces, and an awesome view.

The role:

The Sales Development Representative will primarily be responsible for:

- Research of a targeted list of prospective TV advertisers and agencies, uncovering the appropriate decision makers within each organization
- Craft personalized, high-value messaging to utilize while employing concurrent email and cold calling campaigns
- Ultimately your goal is to set as many qualified meetings as possible

The SDR role provides a great opportunity to gain valuable experience selling high value SaaS products to enterprise-sized clients. In addition to setting qualified meetings, you'll have the opportunity to grow and learn the wywy sales process with specialized trainings, and by getting your hands dirty by joining the outside sales team on calls/in-person meetings. The right person will ultimately grow into an Account Management (sales) position where you will have the opportunity to take your own meetings and close your own deals.

Qualifications:

- 1+ years of experience in a market/sales development role
- Ability to understand the role of prospects within their organization, understand their challenges, and engage them accordingly
- Ability to understand and successfully promote technical offerings and solutions sets
- Autonomous & self-organized, with exceptional attention to detail
- Strong written/oral communications and networking skills
- Advertising industry, ad tech, data or SaaS sales preferred
- Experience with Salesforce is preferred

Interested?

Please send your resume via e-mail to victor.castello@wywy.com