



JOB DESCRIPTION – SALES AGENT, ESPORTS

eSportskred (www.esportskred.com): Sportskred's eSports brand is growing fast; we're looking for an experienced and tech-savvy sales agent to fuel that growth and set up discovery meetings with eSports properties, leagues, tournament operators, agencies, and brands. If you are enthusiastic about eSports, energetic, driven with a positive attitude, keen to be an integral part of one rapidly growing influencer marketing technology company, please get in touch.

At eSportskred, your positive attitude and professional work ethic are the keys to success and will quickly open the door to more responsibility and promotion. You'll report jointly to the Managing Director-Americas and Global Director, eSports.

You Will

- Utilize a combination of email, phone, and social media outreach to identify and qualify prospective new customers
- Overcome objections and set meetings for progression
- Engage with prospects to uncover their pain points and business challenges
- Maintain active communication with prospects by sending timely targeted materials with an account/territory-based communications strategy
- Meet (or exceed) monthly targets in setting up qualified meetings
- Taking consultative solution selling approach while listening to needs, goals, and measures of success

Requirements You Must Have

- "Can do" mentality with an agile approach
- At least 1+ years of experience in sales, business development, lead generation or cold calling
- Excellent interpersonal skills, great verbal and written communicator
- High energy and the urge to get things done
- The ability and desire to collaborate with a close-knit team
- Reliability: Honor your words: you can meet set goals and deadlines without being reminded
- Experience with eSports world, well connected with senior contacts
- Experience in digital/ influencer marketing, possessing knowledge of ambassador and influencer programs
- Experience using Pipedrive, or other similar CRM and sales outreach software

Benefits You'll Get

100% Revenue sharing: an unlimited cap structure that rewards you for meeting and exceeding goals. Potential further reward system based on individual's experience and background – Flexible working hours to be mutually agreed upon.

Our team is friendly, service-oriented, and obsessed with customer success. You'll be working remotely in the near future. Must have an appropriate home office for calls/ video conferences. Must be legally able to work in the United States.

