



Exciting Career Opportunities Await You at **Recruit CRM!**

Recruit CRM is a fully remote SaaS (Software As A Service) company that is dually headquartered between the US & India. We serve over 1200 of the top Executive Search & Recruitment Firms and users across 100+ countries with a growth of over 70% year over year.

We have also been ranked number 1 in our category by Gartner and have 4.9/5 on Capterra & G2. We have also been recognized as the Frontrunner for Best Customer Support, a Momentum Leader & a High Performer in the Recruiting Software Category 2022 by G2.

Why Should You Choose to Work with Us?

- Fully remote company, everyone works from home.
- Enjoy the freedom to tailor your work schedule within our established working hours.
- Radically transparent in processes and communication.
- Conducive work culture.
- Unlimited growth opportunities.
- Highly competitive pay.
- Loved by customers and employees alike.

Kickstart your career with a fast growing SaaS company

We are obsessed with customer success and the trust of our customers is testified in our ratings across different Gartner Digital Markets.



Read more about us at www.recruitcrm.io
Our reviews on Glassdoor: <https://bit.ly/3H6ZBo>



Current Opening:

We are looking for **“Sales Development Freshers - Batch 2024.”** Grow into a rockstar sales representative in the recruitment SaaS (Software As a Service) market, leveraging your ability to connect and communicate. **“Develop your core foundation and further your career as a SaaS Sales professional”**

Our Values:

We believe as a fully remote company that is scaling at a rapid pace, organization values & institutionalizing these values are pivotal to its growth & sustenance. Recruit CRM organizational values form an acronym **CACTI** -

- **Customer Obsession** – Prioritizing client satisfaction and understanding their needs to drive sales success.
- **Aggressiveness** – Proactively seeking and pursuing sales opportunities with determination and strategy.
- **Commitment** – Fully dedicated to achieving sales goals and improving skills for long-term success.
- **Transparency & Integrity** – Maintaining honesty and ethical standards in all sales interactions and record-keeping.

Key Responsibilities:

- You will work with our international teams targeting North America, Europe & Asia clients.
- Subsequently, set up a demo with the respective region Sales leader.
- You will build relationships with the most successful recruitment firms in these markets using LinkedIn, Email & Phone Calls.
- You will also attend sales demo meetings with senior sales leaders on our teams so you can graduate from the SDR role to a Closing role within 12-24 months which will help you increase your compensation by 100-300%.
- Act as the first point of contact to potential customers, you will qualify active buying interest and be a critical part of the bridge between the prospect and sales team to ensure new customer acquisition.
- Diligently record and manage prospect/ potential customer information in CRM (Hubspot).

Who can apply?

Only freshers finishing their graduation/post-graduation in the year **2024** – B.Com / BSc / BA / BBA / M.Com/ MSc / MA / MBA & any similar fields should apply.

Where to apply?

Kindly use this link to apply - [Recruit CRM- SDR 2024 Application Link.](#)

Selection Process (Online/Virtual):

1. Online Test (MCQ based)
2. Assignment
3. Psychometric Test and HR Interview
4. Interview with the Manager
5. Final Interview with the Director of Sales



Total No. of positions - 5

Compensation structure:

- **Training Period** – 7.5 Months Type (Full time)
- **Hours** – 8.5 Hours
- **Stipend**- INR 12,000 /month

Upon successful completion of this 7.5-month program, on the basis of performance, you're guaranteed a full-time position as an SDR (Sales Development Representative) at Recruit CRM with anOTE (On Target Earning) of **INR 10,00,000**.

The base salary is INR 500,000 and the target Bonus is INR 500,000 per year. The bonus is paid out each month. ***(Historically the top 50% of our sales reps have made 150-250% of their target bonus in 2023, 2022 & 2021).***

Note: We've multiple shifts based on the region assigned. The work can entail night shifts for the Pacific time zone as well.

Location :

We are a fully remote working organization. The entire process from application to selection will be virtual/online mode. Post joining the working mode will be online/work from home.

Our Strengths:

1. Young, energetic, helpful, and fun-loving team members
2. Diversified culture
3. Totally remote working
4. Flexible working hours
5. Encourage learning and innovative thinking
6. Attractive package with Insurance
7. Overall our objective is to create wealth for our team members.

TA SPOC:

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Thanks :)