



Company Name: Boutir Limited

Opening position: Sales Account Executive (SMB)

Job Highlights

- Proactive and Customer-oriented
- Global Exposure and Latest Commerce Technology
- Opportunities for Career Growth and Development

Job Description

What is Boutir?

Boutir is a Video-centric commerce platform to run and grow online + offline business. With our industry leading technology, Boutir brings the Next Generation Video Shopping Experiences to Consumers and Merchants that increases Engagement and Conversion.

We are building a global Sales Development team and looking for talented, creative, and customer-centric Sales Account Executive (SMB) to support the growth of our sales pipeline opportunities. You are flexible to change, comfortable in a fast-paced environment, and excited about advancing your career in SaaS sales.

Key responsibilities

- Drive sales revenue through new customer acquisition and making outbound calls
- Support the sales process by researching accounts and contact prospects using a variety of outreach engagement tools and techniques to set meetings and generate pipeline leads for our mid-market sales team



- Conduct discovery conversations with potential prospects in assigned territory or categories
- Generate qualified leads, meetings, and opportunities for the assigned Account Executive team by following up and qualifying warm inbound leads
- Manage upsell, cross-sell opportunities with existing customers
- Work cross-functionally with Sales and other teams to increase conversion rates with high-quality pipeline
- Work as a team to consistently achieve assigned individual and team quota of outbound calls, qualifying calls, meetings set, and revenue potential
- Maintain accurate data in Hubspot and other sales operations tools

Requirements

- Bachelor's degree
- Self-motivated, sales driven and can work independently
- Good knowledge of eCommerce and Live Commerce
- 3+ years of experience with outbound lead generation, prospecting and generating a top of the funnel sales pipeline
- Ability to research and utilize hubspot or other CRM to generate leads
- Highly enthusiastic and energetic individuals
- Good telephone manner and fluent in spoken Chinese and English
- Good communication and interpersonal skills

Application Method: Interested candidates shall send their application letters and CVs to rem@fireworkhq.com