



## Job Opportunity

Company	Global Trade Jobs
Job Title	Sales Development Representative (GTM Software)
Location	Fully Remote
Salary Range	
Relocation Assistance	No

### **Job Description / Responsibilities / Requirements**

This is a remote position. Occasional travel may be required for training, client meetings and team outings.

#### **Company Description**

Importal is on a mission to revolutionize international trade with our AI-Powered Trade Compliance Department. We combine the power of a Customs brokerage with cutting-edge Global Trade Management (GTM) software, empowering customers to establish their own dedicated Trade Compliance department. Our solutions help mitigate legal and financial risks, ensuring strict compliance throughout the importing process. This proactive approach not only ensures regulatory adherence but also leads to significant cost savings.

#### **Role Description**

This is a full-time remote role for a Sales Development Representative. The Sales Development Representative will be responsible for generating leads, engaging with potential clients, developing business relationships, and driving inside sales efforts. Day-to-day tasks include identifying prospective customers, conducting outreach, and following up with leads to convert them into sales opportunities.

#### **Qualifications**

- Experience in Inside Sales and Sales
- Skilled in Lead Generation and Business Development
- Strong Communication skills
- Excellent organizational and time-management abilities

- Ability to work independently and remotely
- Familiarity with Customs clearance and international trade processes

### **Working Conditions**

This is a remote position; candidates must have a reliable internet connection and a dedicated workspace. Occasional travel may be required for training, client meetings and team outings.

### **Working Hours**

Our team operates across various U.S. time zones, which sometimes results in meetings being scheduled outside of traditional 9-to-5 hours. However, we trust our team members to manage their schedules effectively and to prioritize their well being.

### **Benefits**

- Comprehensive health insurance (medical, dental, vision).
- Unlimited Paid time off (PTO) and holidays.
- Professional development opportunities.
- Flexible work schedule.
- Equity Package

## **Contact Information to Apply**

Apply:

<https://www.globaltradejobs.com/employment/sales-development-representative-listing-25517.aspx>