



Change the world, **one act at a time.**

## Sales Development Representative based in Barcelona

Around the world, people, society, governments and businesses are growing conscious of the impact that our actions are having on the planet and its inhabitants, and are rallying for change. Companies and brands have the opportunity to send a clear message that they are a force for good, beyond profit. Companies are in a unique position and have immense potential to engage their employees for good.

At Alaya, we empower people to change the world, one act at a time. We believe that everyone can make a difference, no matter how small it may seem. We make corporate giving and employee volunteering easy, customisable, and measurable, while driving outcomes that matter to companies, employees, and nonprofits across the globe. Offering a Software-as-a-Service (SaaS), our technology and world-class service enable companies to build a compassionate, purpose-driven culture and engage employees while serving the community—all through one platform.

To grow our team of 25 people, we're looking for a Sales Development Representative based in Barcelona.

### Key responsibilities

You will be in charge of developing specific markets.

After initial training, your main objective will be to expand our operations with companies in that region.

Among other tasks, you'll be involved in the following activities:

- Qualifying and contacting new leads in companies, via email, cold calls and social networks
- Gathering information about client business needs helping Account Executive on how to shape the best Alaya's solution and offering
- Generating leads with well qualified prospects, booking demos for the Account Executives
- Brainstorming on new solutions to further develop our offering on Employee Volunteering, Corporate Giving and Impact Reporting

While you'll have a great degree of autonomy and will be part of the newly opened office in Barcelona, you will also be fully supported by the Alaya team in Switzerland, including marketing, sales and product functions, who will do their very best to make sure your objectives are reached successfully.

### Benefits

You will have a permanent full-time position at Alaya and receive the best possible training from our teams.

You will be expected to be very autonomous and to take responsibilities by learning and proposing new solutions and alternatives to the team.

You will be part of a young and motivated group of professionals who are passionate about making a difference in the world. We offer a challenging and motivating role with the possibility of taking more responsibilities as the company evolves.

The remuneration includes a base salary and an interesting commission scheme. Most importantly, you'll be joining a start-up in a very exciting stage, of rapid growth and international expansion. You'll join the company after a successful Series A investment and the sky's the limit!

### Who we are looking for

The role is based in Barcelona.

The ideal candidate would:

- Have a proven track record as Sales Development Representative, or a similar Sales role, a passion for entrepreneurship and for reaching out to people to present a service/ product and negotiating contracts

- Be an English native-speaker or fluent in English and not afraid of being challenged by the Human Resources Director or CEO of Fortune 500 companies. Any other language is a plus.
- Have a bachelor degree in management, administration, marketing, international relations or a related field

You live the Alaya Values!

- Passion: You inspire others. You care deeply about Alaya's success and your colleague's success. You celebrate achievements!
- Innovation: You re-visit issues to discover practical solutions to difficult issues. You challenge assumptions and suggest better solutions. You keep it simple.
- Performance: You accomplish great amounts of important work. You demonstrate strong performance, above your peers, and colleagues can rely upon you. You make mistakes. But learn quickly from them!
- Ethics & Respect: You make no compromises when it comes to ethics. You don't hide information, you never lie, you don't jump into conclusion without sufficient information. You always respect everyone around you, no exception.
- Curiosity: You learn quickly and eagerly. You seek to understand our business, strategy, users.
- Fun: You bring happiness to work and make people around you happy. You make jokes, and accept jokes. You're pleasant to work with. Most importantly, you have a passion for doing good and engaging people to change the world for the best.

Interested? Please send your CV to [career@alayagood.com](mailto:career@alayagood.com)

