

Software engineer

Responsibilities:

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- Develop the product on web platforms
- Identify and fix performance problems
- Write organised and structured code
- Work with team to determine product features and execution plan
- Go on-site to see and experience and understand check-in process

Sales Development Representative (SDR)

Responsibilities:

- Conduct outbound telemarketing activities towards targeted accounts, prospect lists, and other call campaigns.
- Build and cultivate customer relationships by initiating communications and conducting follow-up qualification in order to move new business opportunities into the sales funnel.
- Perform initial needs assessment and identify prospects pain points to determine how EventXtra's solutions could address those needs.
- Develop and increase industry/product knowledge and acumen to position EventXtra's value proposition to multiple vertical segments.
- Actively participate in trade show/event planning to secure attendees and maximize prospect meetings for the Sales team.
- Conduct research to expand prospect list using tools like ZoomInfo, LinkedIn and other methods
- Maintain accurate records of all activities in CRM and promote database cleanup and hygiene through regular and ongoing maintenance activities
- Accountable for meeting or exceeding monthly qualified objectives and quotas