

Sales Associate
(B2B Biz Dev and Operations)



We are a VC-backed startup creating a system that lets one voice sound like another, focused on very high-quality output and usability for demanding applications like TV and movies, call centers, and gaming. We have projects underway with top Hollywood studios and major call centers. We are graduates of the Techstars startup accelerator.

We are looking for someone to help our CEO fill the sales funnel and keep it organized.

We really enjoy the stuff we do. We are a team of 10 people. The technical core is based in Kyiv.

Please peruse our job description below, and if you think you could fit into our team do not hesitate to contact us!

Benefits:

- Be part of a small team working on an exciting project in a rapidly growing startup.
- Work directly with customers.
- Work with innovative technology used in major entertainment projects such as Hollywood movies.
- Office in the Kyiv center, partially remote work is fine.
- You'll have a chance to gather experience in emerging tech and content creation market, be in communication with top-level Hollywood studios, and be among the first employees of a deep-tech startup company.

Duties:

- Research B2B lead channels.
- Source leads (mostly in the content creation industry).
- Participate in the reachout process and test different sales channels.
- Keep CRM organized and be sure that all our communications with prospective clients go at the right pace.
- Prepare documents and presentations for customers.
- Maintain relationships with customers.

We expect you to:

- Have a "get shit done" mindset.
- Work well in a team and independently.
- Like research, be good at processing large amounts of information.
- Like bringing structure to complex systems like sales funnels in the creative industry.
- Be a fan of building efficient processes.
- Have very good English.

Would be a plus:

- Experience in operations and/or B2B sales.
- Knowledge of CRM systems and the B2B sales process.
- Experience in the content creation industry (films, animation, video games).
- Experience working in a startup.
- Understanding of the magic of networking.

You will be working with and directly reporting to CEO [Alex Serdiuk](#), who is in charge of biz dev, sales, fundraising, communication, and business operations at Respeecher.

Contacts:

Please write to os@respeecher.com.