



Sales Development Representative

The Vamp team cannot wait to meet you!

We are a global influencer marketing and content creation platform. We connect some of the world's biggest brands - Adobe, Estée Lauder, Samsung, Nestle and P&G - to talented content creators for high-performing social campaigns.

We are an official Facebook and Instagram Marketing Partner, YouTube Creative Partner and TikTok Marketing Partner which allows us to work closely with the platforms we execute on.

Founded in Australia in 2015, we have a global presence having completed campaigns in 65+ countries around the world and with offices in Sydney, Singapore, Hong Kong, Dubai, London, Jakarta and Tokyo.

How will you influence the Success of Vamp?

Vamp is currently looking for a Business Development Representative to develop new business and revenue streams for one of Australia's largest and fastest growing Influencer marketing platforms.

If you're a driven character with a passion for advertising, social media and developing relationships, this is an exciting opportunity to be part of a fast paced, dynamic and successful team that is scaling around the globe.

The successful candidate will have excellent communication skills with the ability to identify opportunities that are relevant for the business. Training and development will be provided.

About the Role

You will play an integral part in assisting in reaching our regional revenue targets by providing strategic sales support;

- Prospecting new clients
- Engaging with SME's to build a self-service network
- Market research and analysis
- Create tactical 'go to market' sales collateral
- Carry out sales demonstrations
- Manage customer inquiries and quote requests
- Liaise with both internal and external stakeholders to maintain & nurture relationships and set expectations
- Contribute to the betterment of both process and culture

About you

We aren't looking for culture fits, but culture adders. Some of the things we are looking for are:

- Tertiary Qualified – Marketing or Equivalent will be an advantage.
- Experience in Digital Marketing, Advertising, Social Media, Sales.
- Excellent written and verbal English communication
- Resilient and Determined.
- Strong Negotiation Skills.
- Strong computer literacy, Advanced Excel an advantage.
- Positive team player with the ability to work unsupervised.
- Ability to analyse opportunities and execute on follow through.
- Willingness to provide back-up support to senior members of the team.

If you're eager to align your career to a rapidly growing media channel we would love you as part of our journey.