



You ready to be our new
Sales Representative

Let's discuss why you should join our Vamp world.

We are building the future of Influencer marketing! In just six years, we've grown to seven offices globally, built an invite-only network of 45,000+ creatives/influencers, worked with some of the world's largest brands, and been recognised by Deloitte among the fastest-growing companies in Australia and all of Asia Pacific, for the last four years. And guess what? We are ready to scale even further.

Due to our exciting growth, we now have an opening for a Sales Representative, based in Melbourne. Reporting to the Head of ANZ this role will be pivotal in driving sales and revenue for our platform.

Be responsible for...

As Sales Representative for Melbourne, you will be responsible for identifying revenue opportunities through outbound activities that target Vamp's customer profile. This role will be focused on Melbourne clients in Vamp's key verticals at the mid-level size of organisation.

While no two days are the same, your key responsibilities will be:

- Work alongside the global sales team to drive customer acquisition, including attending and assisting in the day to day sales activities and supporting strategic sales pursuits.
- Contribute to the success of the company by targeting and penetrating accounts utilising outbound prospecting skills. In addition, working to qualify and convert inbound leads to build a quality pipeline.
- Generate leads and opportunities through outbound activity, strategically targeted prospecting into mid-market companies, as well as into new groups and divisions of existing customers.
- Build strong customer relationships with new customers. Conduct conversations with senior executives in prospect accounts.
- Build proposals to cater for customer briefs, harnessing Vamp's platform and services offering.
- Complete accurate tracking of communication with current and potential customers in our CRM and other tools.
- Play a central role in supporting Vamp's strategy to scale our commercial organization through driving new revenue opportunities.
- Be a champion for the Vamp culture with colleagues, partners, vendors, and investors.

What you'll bring to the table...

Experienced team player who enjoys the power of social media and influencer marketing, as well as, working with creative, passionate colleagues to build an effective, profitable, growing company.

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- 3+ years of sales experience in an outbound sales environment selling B2B solutions.
- Rapid relationship building skills—must have the ability to build rapport, uncover needs, identify options, prioritise stakeholder needs, and close sales.
- Value articulation ability—must be able to effectively handle objections and communicate value.
- Techniques needed to research potential clients and industries in order to be well-informed and to create instant credibility within a client organization.
- Possess the skills needed to negotiate and close new client sales, including reviewing and delivering contracts, pricing, terms, and conditions.
- Excellent written, verbal, and presentation skills.
- Consistent record of exceeding sales quotas.
- Experience working with agencies, technology or social media is a nice to have but not required.
- University degree preferred but not required.

What Vamp brings to you

The most exciting career journey of all time. Becoming a Vamper means:

- A voice. You are empowered to influence at Vamp. This is a place where we speak up, not speak down.
- A focus on mental health. We believe more workplaces should make it a priority.
- Being at the forefront of an exciting fast-growing industry
- Flexibility. Have a say on how you do your best work with our flexible working culture.
- Vamp life balance. A healthy Vamper is a happy Vamper. We provide leave so you stay.
- Ownership. We have an equity plan for our Vampers because when our value says #allin, we mean it.
- A meaningful impact on customers and creators around the world.
- A work culture like no other, with a talented and supportive team.

So, what's next?

It's important that our culture fits you - and provides a place for growth, challenge, and satisfaction.

- Are you passionate about supporting customers and finding solutions for their needs?
- Are you passionate about amplifying creativity and helping content creators pursue their dreams?
- Do you welcome change and adapt easily to a growing business?
- Do you stay curious for improvement and solutions?
- Are you seeking somewhere you can bring your whole self to work?
- Do you want to be part of a team that collaborates and celebrates?

If you answer yes to these questions, we'd be thrilled to meet with you.

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