

Enterprise Business Development Executive

 Dublin

About Toothpic

TOOTHPIC IS THE WORLD'S MOST ADVANCED TELEDENTAL COMPANY

Toothpic connects you with a dentist and allows you to get a report, a smile score or learn more about dental health at Toothpic University.



You just need to be able to **take a photo**.
Everyone loves it because it's so flexible and simple!

We're obsessed with simplicity. **Toothpic** is designed with the end user in mind and is designed to be as easy to use as **Whatsapp** or **Zoom**! We've already partnered with some of the most trusted brands in the dental industry to bring **Toothpic** to the US market including **Philips Healthcare**, **Blue Cross Blue Shield Massachusetts** and **Delta Dental of California**. We're venture backed and growing incredibly fast.

OUR VISION IS FOR TOOTHPIC TO BE "THE" TOOL USED GLOBALLY FOR INDIVIDUALS TO UNDERSTAND AND IMPROVE THEIR DENTAL HEALTH.

We are currently recruiting for **2 collaborative, trustworthy, methodical and driven Business Development Executives**.

Toothpic offers a fast-paced, innovative environment where you will be provided with the tools, resources, and outstanding leadership to grow. You will drive our future growth engine by building relationships with prospective clients and turning them into happy **Toothpic customers** or users. You'll manage inbound leads (as the first point of contact for many new and growing businesses interested in **Toothpic**), help the CEO with Outbound and handle the full sales cycle right through to onboarding new users eventually.

You may have **experience working with startups or small/medium businesses** but we are open to high-quality individuals who are very recent graduates.

If you're hungry, smart, persistent, and a great teammate, **we want to hear from you!**

Your mission

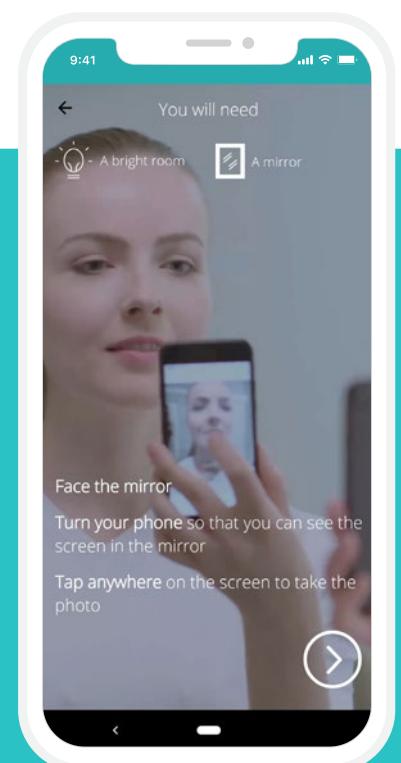
- Support the CEO managing online demos with inbound & outbound leads.
- Manage the entire sales process to ensure delivery against key performance metrics, with a strong emphasis on new business sales, while expanding existing accounts.
- Engage with prospect organizations & successfully interact at the C-level.
- Learn to accurately forecast and achieve revenue goals.
- Guide customers through their first contact with Toothpic and educate them about how our technology can dramatically improve their customer support organisation.
- Identify high-potential prospective users from inbound leads and through proactive outbound activity.
- Own the full sales cycle from lead to close for startups and small/medium businesses.
- Lead and contribute to team projects to develop and refine our sales process.
- Have a real-impact on the future of Toothpic.
- Work directly with the senior management team.
- Reporting on sales, populating and updating records in our CRM.
- You take a collaborative sales approach and ensure the needs of the client are met effectively.
- Deals with queries, quotations, pre-sales and after-sales technical support.
- Provide suggestions to the CEO to improve external communication and internal processes.
- Maintain active engagement with prospects using creative follow-up communication.
- Work leads (MQL/Trials) in an efficient manner & use them as a platform to navigate into other parts of the prospective Company.
- Conduct qualification meetings with new customers.
- Accurately enter, update, and maintain daily activity and prospect information in our CRM.
- Analyse sales data and recommend new outreach strategies.

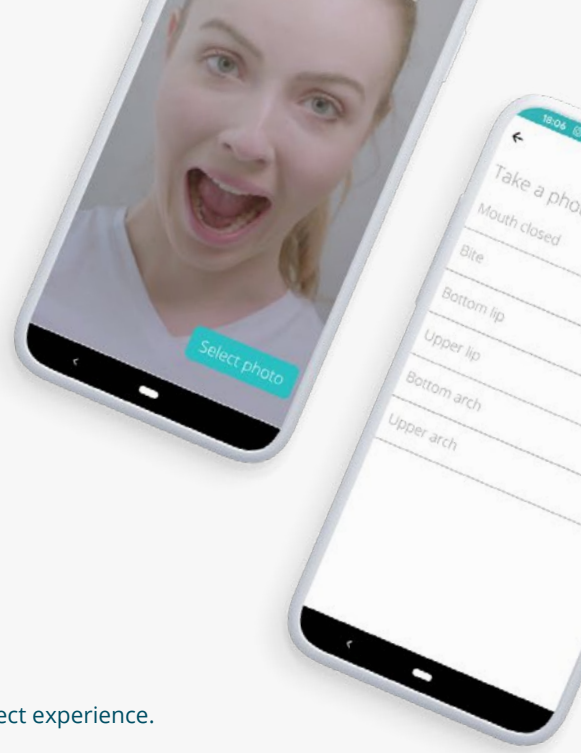
We're looking for someone who has

- Superior verbal and written communication skills and a Native English speaker.
- Ability to operate in a highly ambiguous and fast-paced startup environment.
- Record of strong academic achievement (Leaving Certificate & University Degree).
- An interest in technology.
- Ability to work in Dublin, Ireland.
- Ability to understand complex requirements and craft custom solutions.
- Good organizational and communication skills!
- Passion to innovate and an ability to convey a vision of the intrinsic potential of technology.
- Clear communication, a deep sense of empathy, and a commitment to integrity.
- A commitment to learning, being adaptable, and having a great attitude.
- Performing regular follow-up calls or emails and facilitating communication with existing customers to ensure their satisfaction and identify new potential needs.

Nice to haves

- 2+ years of sales or prospecting experience, preferably at a technology company.
- Characteristics of self-starting, risk taking and a drive to succeed.
- Prior experience at a growth stage Internet/software company.
- A track record of top performance.
- An ability to adapt quickly in a high-growth start-up environment.
- Bachelor's Degree or higher.
- Be ambitious, target driven and be used to exceeding a range of KPIs.
- Interest in beginning and growing into a career in technology.
- Proficient in time management, setting priorities, and taking initiative.





Within 1 month, you will...

- Complete our Toothpic new hire training & onboarding program alongside other new Toothpic team members. You'll gain a broader understanding of our products and how your role fits into the organization.
- Partner with the CEO to define key success metrics for your role and how you will measure against them.
- Begin developing familiarity with our business, platform, and applications, as well as our company's key metrics.
- Acclimate yourself with the day to day responsibilities of Toothpic's Sales Development team by shadowing team members, listening to recorded customer calls and working closely with the CEO.

Within 3 months, you will...

- Create a professional and engaging first impression with our prospects.
- Thoroughly qualify inbound leads and collaborate with CEO for a smooth prospect experience.
- Prioritize leads and position relevant product features to solve business needs.
- Organise initial discovery calls to identify customer requirements and expectations in order to make tailored product recommendations.
- Manage follow-up with calls-to-action to consistently build a sales pipeline.
- Meet activity and pipeline goals on a monthly basis.
- Consistently contact new leads with a sense of urgency and master clearing out your queue.

Within 6 months, you will...

- Consistently achieve your opportunity targets.
- Become an expert in all things social media, including advanced listening and employee advocacy.
- Have mastered the use cases of successful customers across different verticals and sophistication on social media.
- Consistently reflect on your own skill and development gaps along with your Manager to identify personal and professional coaching areas.

Within 12 months, you will...

- Have mastered the necessary skills needed to work a consistent inbound funnel, including time management, sense of urgency, and prioritization.
- Be a leader on the floor by sharing best practices and ways that you have been successful as an SDR.
- Ready yourself for the Business Development role, where you will source net new opportunities via outbound prospecting.
- Have the ability to map out and strategically define account plans for top tier accounts managed.
- Have the ability to sell both an application and deployment of a platform.
- Collaborate cross functionally internally to actualize deal strategy.
- Have the ability to negotiate complex deals.



Seniority Level

Junior / Mid-level



Salary

Competitive. Depending on experience.



Contact

Jobs@toothpic.com