



IT Recruiter Jr (Part-Time, Fully Remote)

What is Talently?

Talently (500 Startups W19) is an online program for tech professionals in Latam that helps them hack their way to their next remote job by providing career, tech and English training. We do so aligning incentives: participants only pay the program's full fee once they succeed in getting hired.

What's the job about?

We're looking for a driven individual to join our team as a **Customer Acquisition Rep who will start part time and advance full time based on performance**. The job's goal is to attract the best Latam's tech talent to our programs by performing these and other activities:

- Lead 1:1 video call meetings with potential students to help them understand how the product will boost their careers.
- Constantly repeat our methodology to sell while providing value upfront to potential students, such as providing career advice during calls.
- Manage a pipeline of clients using Active Campaign as CRM and proven sales methodologies.
- Create and execute strategies to increase the Customer Acquisition Productivity, increasing the lead quality and generating potential sales opportunities.
- Gain in-depth knowledge of Talently products and technologies and capture insights to develop new products and sales opportunities.
- Organize and speak in Admissions Events or other webinars to increase lead quality.
- Collaborate with other teams across the organization regarding the execution of expected deliverables.

[Apply here](#)



What we're looking for?

Experience and education

- 1-2+ years of experience working in sales as Business Development Representative, Account Executive or related roles delivering fast-growing results
- 1-2+ years of experience recruiting, mentoring or other people-related activities or tech sector (internship included).
- Good English communication skills.
- Degree in Business, Psychology, Engineering or similar.

Skills

- Excellent interpersonal communication skills and empathy.
- Extraordinary goal-orientation, ownership and follow up skills.
- Capability to excel under pressure, great stress management.
- Ability to work well with a team in a fast-paced and remote environment.
- Enjoy working with people in a 1:1 setting.

Bonus If You:

- Have experience in the tech industry.
- Have worked closely with software developers or tech talent.

At Talently we're looking for hustlers who have a passion for people, talent and technology. Please apply even if your experience and interests aren't an exact match with what we've laid out in this job description. If this sounds interesting, we want to hear from you.

[Apply here](#)