

Platform Associate

Brandzooka's Platform Associates are responsible for lead prospecting, lead qualification, and serving as the face of our company in identifying optimal customer fit in targeted markets at scale.

Culturally, we are a scrappy team that believes in bringing radical ideas to the table in conjunction with humble hustle. Peer dynamic and ownership of your role is paramount here at Brandzooka and we are excited to be growing a team that is dedicated to making digital advertising accessible to brands and agencies of all sizes.

Responsibilities:

- Respond to inbound prospect inquiries via phone, email & chat
- Actively develop sales lead pipeline in defined markets and market verticals
- Compose and conduct daily introductory and followup sales calls and emails
- Monitor sales database performance to ensure quality lead generation
- Communicate regularly with Sales & Development teams to provide customer feedback on platform improvements and security
- Update CRM systems and clearly document prospecting activity
- Develop institutional knowledge within the company based on daily learnings
- Work independently and collaboratively as a part of the Platform Associate team, alongside the Acquisitions and Platform Ambassador teams.

Requirements:

- Excellent written & verbal communication, interpersonal, and customer-service skills
- Strong computer skills, capable of navigating multiple applications, and responding to a high volume of emails
- Willingness and patience to nurture new potential clients/leads
- Ability to handle a variety of customer situations with enthusiasm and tact
- Working knowledge of CRM programs (Salesforce, HubSpot, or similar)
- Keen eye for data and details
- Ability to interpret data lists, related requests and instructions

To apply, send your resume and cover letter to jobs@brandzooka.com