



Exciting Career Opportunities Await You at **Recruit CRM!**

Join our thriving team at Recruit CRM!

A fast-growing SaaS company headquartered in the US with Subsidiaries in Ireland, India & the UAE.

At Recruit CRM, we're on an exciting journey of growth and innovation. Our industry-leading SaaS ATS + CRM platform serves top recruitment agencies across 100+ countries. With a 4.9 rating on Capterra, we are the highest-rated recruitment software.

In the past two years, our team has grown 5x and is now a thriving group of 150 exceptional professionals working remotely from around the world. We're driven by a passion for building cutting-edge tools that empower recruiters to succeed, and we're looking for talented individuals to join us in shaping the future of recruitment technology.

Discover more about us at www.recruitcrm.io. Our employees love us too! Check out our reviews on [Glassdoor](#).

Why Should You Choose to Work with Us?

- Fully remote company, everyone works from home.
- Enjoy the freedom to tailor your work schedule within our established working hours.
- Radically transparent in processes and communication.
- Conducive work culture.
- Unlimited growth opportunities.
- Highly competitive pay.
- Loved by customers and employees alike.

Kickstart your career with a fast growing SaaS company

We are obsessed with customer success and the trust of our customers is testified in our ratings across different Gartner Digital Markets.



glassdoor

4.9 ★★★★★



Shoan Mallapurkar
11 Ratings





Read more about us at www.recruitcrm.io

Our reviews on Glassdoor: <https://bit.ly/3H6ZBo>

Current Opening:

We are looking for **“Sales Development Freshers - Batch 2025.”** Grow into a rockstar sales representative in the recruitment SaaS (Software As a Service) market, leveraging your ability to connect and communicate.

“Develop your core foundation and further your career as a SaaS Sales professional”

Our Values:

We believe as a fully remote company which is scaling at a rapid pace, organization values & institutionalizing these values are pivotal to its growth & sustenance. Recruit CRM organizational values form an acronym

CACTI -

- **Customer Obsession** – Prioritizing client satisfaction and understanding their needs to drive sales success.
- **Aggressiveness** – Proactively seeking and pursuing sales opportunities with determination and strategy.
- **Commitment** – Fully dedicated to achieving sales goals and improving skills for long-term success.
- **Transparency & Integrity** – Maintaining honesty and ethical standards in all sales interactions and record-keeping.

Key Responsibilities:

- You will work with our international teams targeting clients in North America, Europe & Asia.
- Subsequently, set up a demo with the respective region Sales leader.
- You will build relationships with the most successful recruitment firms in these markets using LinkedIn, Email & Phone Calls.
- Act as the first point of contact to potential customers, you will qualify active buying interest and be a critical part of the bridge between the prospect and sales team to ensure new customer acquisition.
- Diligently record and manage prospect/ potential customer information in CRM (Hubspot).

Who can apply?

Only freshers finishing their graduation/post-graduation in the year 2025/2024 – B.Com / BSc / BA / BBA / M.Com/ MSc / MA / MBA & any similar fields should apply.

Where to apply?

Kindly use this link to apply - <https://bit.ly/4f8sgdG>

**Selection Process (Online/Virtual):**

The selection process will be done through various rounds such as Online Test(MCQ), Assignments, and various virtual Interviews

Total No. of positions - 12

Compensation structure:

6-month training program where you'll be working 42.5 hours/week as a Trainee.

Training Stipend - **INR 12,000/month (Full time)**

Upon successful completion of this 6 months program, you will be absorbed on the payroll of the company as an SDR (Sales Development Representative) at Recruit CRM with an OTE (On Target Earning) of **INR 10,00,000.**

The base salary is INR 500,000 and the target Bonus is INR 500,000 per year. The bonus is paid out each month ***(Historically the top 50% of our sales reps have made 150-250% of their target bonus in 2023, 2022 & 2021).***

After completing one year as an employee, you will become eligible for our ARR (Annual Recurring Revenue) Linked Performance Bonus Program. The bonus amount, as well as inclusion in the program, will be determined at the management's discretion and announced on the 1st January each year. This bonus can be up to 100 % of your base salary. Typically 40 % to 50 % of the team qualifies for this performance - based bonus annually, with bonuses ranging from 20 % to 100 % of the base salary.

Note- We've multiple shifts based on the region assigned. The work can entail night shifts for the Pacific time zone as well.

Location :

We are a fully remote working organization. The entire process from application to selection will be virtual/online mode. Post joining the working mode will be online/work from home.

Our Strengths:

1. Young, energetic, helpful and fun-loving team members
2. Diversified culture
3. Totally remote working
4. Flexible working hours
5. Encourage learning and innovative thinking
6. Attractive package with Insurance
7. Overall an objective to create wealth for our team members.

TA SPOC:

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