



Onboarding Sales Specialist Vacancy

About EVDATI

EVDATI is Jamaica's and the Caribbean's Ultimate online marketplace, connecting businesses of all sizes with customers locally and globally. We provide an integrated platform for selling products and services, including logistics, secure payment processing, and business growth tools.

Job Description

The Onboarding Sales Specialist will play a key role in acquiring new sellers, promoting EVDATI's services, and maintaining strong client relationships. The candidate must be dynamic, results-driven, and proactive in identifying and pursuing new business opportunities.

Key Responsibilities

- Identify and pursue new seller leads via cold calls, digital search, and social media.
- Conduct presentations and demos showcasing EVDATI's features.
- Meet or exceed monthly sales targets for seller sign-ups.
- Assist sellers in choosing suitable subscription plans.
- Work with marketing to develop effective sales strategies.
- Onboard new sellers and provide high-level customer service to ensure retention.
- Participate in promotional events like trade shows.
- Stay updated on market trends and competitor activities.

Requirements

- Proven sales experience in B2B relations (preferred, not required)
- Strong communication, negotiation, and organizational skills.
- Self-motivated with a goal-oriented approach.
- Proficiency in CRM software and Microsoft Office.
- Reliable internet access.

Compensation and Benefits

- Competitive base salary* (based on past sales experience and performance).
- Attractive commission structure with performance bonuses.

- Additional rewards for team-based competitions and consistent high performance.

Commission Highlights

- Tiered bonuses for exceeding monthly sign-up targets.
- Performance bonuses and milestone rewards (up to \$75,000 JMD).
- Fast Start Bonus for new representatives.

Growth Opportunities

- Career advancement potential within a fast-growing company.
- Continuous learning in e-commerce and digital marketing.
- A chance to influence the future of online commerce in the Caribbean.

Application

Submit your resume and a cover letter explaining your fit for the role at [EVDATI Jobs](#).