

Business Development Representative Europe– Jetstream Tech

On behalf of one of our key partners, Jetstreamtech.io, we are looking for a Business Development Representative (BDR) to join the team and extend their increasing reach in property distribution & services. The successful candidate will need to be comfortable with consistent outreach efforts to generate interest in Jetstream's services and qualify prospects.

Jetstream is a world-first technology and services solution for owners and managers of short-term rental properties, having engineered an all-in-one distribution and channel marketing solution that seamlessly connects to the largest global marketplaces and Leavetown.com. The goal is simple: to help property operators run more efficiently and cost-effectively by offering best-in-class tech and services.

- This role will be office based in Barcelona – with a direct report on hand within the AJL Atelier Team & remotely within Jetstream
- The successful applicant will have the benefit of working amongst some of the industry leaders from Europe & North America

Role:

- Identify and qualify new sales opportunities through inbound lists, research prospective clients, identify key players and generate interest.
- Business Development & Sales initiatives for key accounts and/or strategic partners
- High volume proactive prospecting, lead qualifying and outbound calling
- Prepare & maintain sales pipeline via CRM (HubSpot)
- Assist with Referral strategies & partnerships with Service & Tech providers in STR industry

Required:

- Flexible attitude with a focus on shared success
- Dynamic, adaptable positive team players only
- Good communicator both spoken and written word
- English, Spanish to fluent/native level essential + other European language
- Keen focus on high call rate and quality conversations
- Some proven record of accomplishment in Sales position /Business Development experience necessary
- Some knowledge and experience in the short-term rental Industry required
- Previous use of CRM (HubSpot) and Microsoft Office
- Experience working in a start-up environment is helpful.

Applications:

- Please send CV in English PDF & a brief introduction **video** of yourself, telling us: who you are; why you want to work for Jetstream Tech & what you could contribute & why this industry
- Ensure to indicate your earliest start date
- Only applications sent to katie.glover@ajlatelier.com will be considered.