

## Hiring: 2 X Inside Sales Executives (SaaS)

This is an exciting opportunity to join a rapidly growing, market leading, Australian Property Tech company that is going from strength to strength. At **MYBOS**, we value independence, flexibility, and personal growth. We're a fast-growing Australian technology company that embraces innovation and encourages our team members to push boundaries and reach new heights. With our Sydney Olympic Park office and hybrid working model, we offer the perfect blend of work-life balance.

As an Inside Sales Representative, you'll be at the forefront of our mission to acquire new customers and drive our business forward. Armed with your exceptional pipeline management, communication, and negotiation skills, you'll engage with inbound leads, uncover their unique needs, and present them with the MYBOS solution that will revolutionize their operations. If you are looking to make an impact, be a valued member of the team, and help this company go global, then this the job for you.

### What Makes This Job Exciting:

- Predominantly inbound leads focused, whom are already interested in MYBOS and eager to learn more about its capabilities.
- From the first contact to closing the deal, you'll have direct interaction with customers, allowing you to build strong, long-term relationships.
- Uncapped commission! Your hard work and success will be celebrated and rewarded accordingly.
- Be part of a sales team that drives MYBOS to becoming a truly global organisation. And as such, will offer many career opportunities.
- Join a team of amazing colleagues who share your passion for success and experience a great company culture that promotes collaboration and growth.
- Monthly team outing!! Whether it is a meal or a team building exercise, we all come together to celebrate.

### About You

- Permanent working rights in Australia
- Genuine interest in business & technology
- Excellent communication skills – verbal and written, as a large portion of your role will be doing product demos and closing deals.

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Sales is in your DNA. You love to close deals and achieve your targets.  
2+ years of experience in sales role with revenue and contract KPI's.  
Sydney based, with a Sydney Olympic Park office. Hybrid working model

### **Nice to Have**

Business degree or related background  
SaaS experience  
Immediate start

### **Remuneration**

\$84k base + \$36k commission (uncapped) + super