



TOP DIGITAL AGENCY LIMITED



#JOB-2422438



Workhub, 6 Fern Road, Sandyford, Dublin 18,
D18 FP98



No of positions : 1



Paid Position



20 hours per week



13.50 Euro Hourly



26/11/2025



24/12/2025

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : matija@spona.io



Open your camera
app & point here
to view this ad
online



Sales Development Representative – Spona Performance

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

Location: Remote or Hybrid (Ireland)

Type: Full-time, Entry to Mid-level

Compensation: Irish minimum base salary + uncapped commission on converted sales

Eligibility: Applicants must currently reside in Ireland and be legally entitled to work in Ireland.

About Spona

Spona is a European SaaS startup simplifying how companies manage external partners, projects, and performance. From marketing campaigns to complex supplier management, we help teams track, contract, and deliver results in one place — replacing scattered emails and PDFs with structure and clarity.

Your Mission

As our Sales Development Representative for Spona Performance, you'll be on the front line of growth — connecting with marketing managers, agencies, and SMBs across Ireland and Europe. Your goal: open conversations, qualify leads, and schedule demos that turn into long-term clients.

What You Will Do:

- Research and identify new potential clients and partners
- Reach out via LinkedIn, email, and calls to introduce Spona Performance
- Qualify leads and pass them to the sales or product demo team
- Help prepare light presales materials and follow-ups
- Track outreach activities in CRM and contribute to pipeline growth

What You Bring:

- Motivation to start or grow a career in SaaS sales
- Excellent written and verbal English communication

Curiosity about marketing, performance management, and digital services

Self-driven attitude — you're comfortable taking initiative

Experience in outreach, sales, or agency environments is a plus (not required)

What We Offer:

Irish minimum base salary + commission per converted sale

Opportunity to grow into a full Account Executive or Partner Manager role

Training, tools, and ongoing support from our international sales team

Flexible hours and remote-friendly work

Apply now: send your CV or short intro (even a Loom video is fine!) to matija@spona.io with the subject "SDR – Performance"

- This vacancy is suitable for Remote/Blended working
- **Sector:** other service activities

Career Level

- Not Required

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 0
- **Minimum Qualification:** No Qualification
- **Languages:** English C1-Advanced

(Desirable)

- **Ability Skills:** Communications, Customer Service, Sales/Marketing, Technical IT
- **Competency Skills:** Decision Making, Problem Solving, Teamwork, Working on own Initiative