

## **Sales Development Representative - AUS**

### **About us**

At Udemy, we're on a mission to improve lives through the power of learning. We're a leading global learning company and one of the world's largest education platforms, with more than 57 million learners. Our goal is to provide flexible, effective skill development to empower organizations and individuals.

Talented people are everywhere, and the right opportunity can be hard to come by. That's why we're focused on revolutionizing learning, using our skills and expertise to help others develop theirs and reach their full potential. Individually, we bring our unique perspective to reimagine the way we share knowledge. Together, we can improve lives by making learning more accessible for our learners, our instructors, and businesses around the world.

Udemy is headquartered in San Francisco with global offices in Australia, India, Ireland, Türkiye, and the US. Learn more on our [company page](#).

When you join Udemy in our Asia Pacific (APAC) region, you'll have the chance to help our globally established business grow locally. We have a solid foundation and a great reputation — and you can be part of the next stage of our journey.

Our investment in the region is significant, with offices in Australia and India and an expanding presence in Singapore, Indonesia, Japan, and beyond. It comes with countless opportunities to make learning more accessible to millions. You'll work with various cultures with unique needs, affording you the chance to learn and progress in your career. And that progression doesn't come at the cost of work-life balance; people are at the heart of our mission, which is why we're committed to looking after ours.

### **About you**

You're an active listener and a determined person who thrives in a collaborative environment like ours. You want to use your skills to help others progress, whether

that's internally with your team or seeing the impact your work can have on people around the world as you help us expand into new markets. You're ready for a challenge and aren't afraid to try new ideas.

### **About this role**

The Sales Development role is a critical front-end sales position where you will be dealing with all Udemy for Business inbound inquiries. SDRs will work with Account Executives to produce an opportunity for pipeline and qualified meetings. In this role you will learn skills that will become the foundation of your sales career. This role will be located in Melbourne, Australia and is a hybrid role. Your manager Aaron Berkovich has a proven ability in plan development, customer relations, and customer service industries with a demonstrated capacity to implement strategies, break sales targets and effectively lead teams in any environment.

He has more than five years of public speaking, leadership, sales and marketing experience as well as being active in his neighbourhood community. He inspires his team to perform and develops them to become well rounded sales professionals.

### **What you'll be doing:**

- Develop inbound inquiries of Udemy for Business
- Understand and convey the Udemy for Business mission, value proposition, and product
- Become a brand ambassador by getting to know and love the Udemy for Business product and story
- Experiment with new and creative prospecting strategies
- Continually improve sales skills to attain quota and grow as a sales professional

### **What you'll have:**

- High-energy, a team player mentality, and self-motivated
- Excellent written and verbal communication skills
- Outstanding organisational and time-management skills
- College degree or Relevant experience

*We understand that not everyone will match each of the above qualifications. However, we also realize that everyone has unique experiences that can add value to our company. Even if you think your background might not perfectly align, we'd love to hear from you!*

## **Life at Udemy**

We aspire to be as vibrant and dynamic as the communities we serve, as inquisitive as those who use our platform, and as revolutionary as the future we strive to open for everyone. Here are some of the things we love about life at Udemy:

- We're invested in creating an inclusive environment that welcomes a diverse range of backgrounds and experiences. From creating employee resource groups, ensuring we're a Fair Pay Workplace, and building a flexible work culture, our belonging, equity, diversity, and inclusion (BEDI) initiatives always put our people first. We want you to be able to bring your authentic self to work because when we all do, we're better for it.
- Learning is what we do – inside and out. Our Learning & Development team is second to none, helping ensure your journey is one of continuous progression. You'll also have unlimited access to Udemy courses, monthly UDays (meeting-free professional development days), and a generous annual professional development stipend.
- Our reason to exist is to revolutionize learning – that calls for taking risks and learning from failures. Whether it's our hackathons (a company-wide effort to envision new possibilities for our product) or sharing our prototypes, we see experimentation as a crucial step on the path to success.
- We're committed to creating world-class employee experiences and are proud of the recognition of this by Great Place to Work. Learn more about our certification [here](#) and find out what it's like to work at Udemy on [our blog](#).

Of course, the best thing about being part of Udemy is knowing your work makes a difference for people and organizations around the world. You've got the skills; why not use them to help others develop theirs?

At Udemy, we value diversity and inclusion and consider qualified applicants without regard to race, color, religion, sex, national origin, ancestry, age, genetic information, sexual orientation, gender identity, marital or family status, veteran status, medical condition, or disability. We will consider for employment qualified applicants with arrest and conviction records.

## **Our Benefits Start With U**

Our benefits package at Udemy “starts with U” and is grounded in mission-driven benefits that intentionally align with our core values. Here’s a sneak peek at just a few highlighted benefits if you’re a full-time Udemate based in the Australia:

- **Core Benefits:** Comprehensive medical, dental, life and income protection coverage
- **Parental Benefits:** Financial assistance for fertility (including egg-freezing), adoption, and surrogacy expenses; twelve weeks of paid family bonding for birth, surrogacy, adoption, and foster placement. 20 weeks paid maternity leave for birthing parents as well as a two-week “ease-back” program that enables parents to return part-time at full pay
- **Whole U:** Fully paid memberships for meditation/mindfulness, therapy/coaching visits, financial planning, fertility and family building, maternity and newborn care, parenting and pediatrics, menopause care, breastmilk shipping, and caregiving support
- **Learning:** Free access to Udemy and Udemy Business plus a yearly stipend to spend on professional development
- **Charitable Giving:** Corporate charitable match for eligible nonprofits and charities
- **Holidays:** 25 paid holidays throughout the year plus bank holidays

Would you like to learn more about Udemy? Here are a few resources:

[How Udemy Started \[video\]](#)

[Investor Overview](#)