



Sales Development Representative (f/d/m) - German Speaking

Location: Munich, Berlin, Madrid, Rennes, Paris, London or Manchester

About IDnow:

IDnow is a pioneer in automated digital identification solutions, serving businesses and governments since 2010. Our mission is to establish trust in online interactions, and in 2021, we merged with various companies to become the European leader in identity verification, electronic signatures, and digital identity solutions. With over 500 employees across multiple locations including Munich, Rennes, Paris, Berlin, Madrid, Iasi, and London, our passionate team is committed to mastering an original product that embodies our values. We foster an environment of creativity, competition, and camaraderie while striving for excellence.

Role & Responsibilities

As a Sales Development Representative at IDnow, you'll play a pivotal role in identifying prospects, nurturing leads, and contributing to the sales process. Your duties will include:

- **Lead Assignment:** Receive leads based on your language skills and the existing pipeline.
- **Lead Qualification:** Evaluate prospective client needs using pre-determined criteria - budget, authority, need, and timeframe.

What we can offer

- **Health & Wellbeing:** Use your full access to Nilo.Health, including 1on1 sessions
- **We value personal and professional development:** make full use of the training platform Udemy!

- **Meeting Coordination:** Secure and schedule meetings with qualified prospects for our dynamic Account Executives.
- **Lead Handover:** Present and seamlessly hand over qualified leads to our Account Executives.
- **Follow-up on Conversions:** Monitor Marketing Qualified Leads (#MQLs) and Sales Qualified Leads (#SQLs), assessing their quality and conversion metrics.
- **Rejection Management:** Investigate and follow up on rejected SQLs, gaining insights for continuous improvement.
- **Collaboration with SDR Team Lead:** Work closely with the Sales Development Representative (SDR) Team Lead to discuss market trends and enhance our qualification process.
- **Data Integrity:** Ensure the accuracy and integrity of data related to leads.
- A supportive feedback-based culture where **respect and integrity** guide us in what we do
- **We make your remote work comfy:** we provide support on equipment and offer flexible working hours; we help you collaborate and connect with your colleagues both locally and remotely

What we are looking for

We're seeking an energetic individual with the following qualities:

- Bilingual in English + **Fluent in German**, (Italian, or Portuguese is a plus)
- Excellent verbal and written communication skills
- Active relationship builder who can collaborate with internal and external teams to consistently improve processes and communication workflows
- An outgoing person with a lot of energy and hunger to learn. Maybe you are looking to break into sales but you do not have that much experience yet?
- You are delivering proactive and dedicated customer service and you are comfortable managing multiple tasks in a dynamic environment
- previous experience with Hubspot Sales Hub would be a plus

IDnow applies the principles of non-discrimination and equality: We strive to establish, maintain, and promote an open and inclusive recruitment process and working environment by respecting the principles of equal opportunities. Including but not limited to: sex, race or ethnic origin, religion or convictions, gender identity, citizenship, marital status, disability, age, or sexual orientation.

Challenge accepted?

Then I'm looking forward to hearing from you!

Apply Now!

Recruitment process + Contact

Meeting with Carmen our Talent Partner- 30'- 40'

Interview & Sales pitch simulation with Chloé our Team Leader - 45'

Chat with other team members - 60'

Ms Carmen Rothenberger

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