

Sales Development Representative (f/m/d)

We're Hiring

Tasks

Prospect, identify, initiate, develop and nurture business relationships and opportunities in market/target accounts to generate new business opportunities

Manage and qualify inbound warm leads from Marketing to create sales ready leads and opportunities

Actively support our Marketing driven outbound campaigns

Perform timely outbound calls and engage in other forms of communication (i.e. email etc.) to prospect new opportunities and qualify warm leads from Marketing

Identify key decision makers, determine buying readiness and timelines

Capture and manage information/data/metrics in our Salesforce CRM system

Attend trade shows, events and conferences

Qualifications

At least 1 year prior lead generation or inside sales/ SDR experience

Relevant experience in the Identity sector, SaaS products is a plus

Exceptional interpersonal skills including strong verbal and written communication skills

Ability to multi-task and shift priorities as needed and work as an individual contributor as well as part of a team.

Enthusiastic, reliable and independent self-starter with strong organisational, decision making, problem solving and creative thinking skills

Full professional proficiency in English and German is a must

We offer

International: Our team consists of 40+ nationalities; we are present and expanding in many countries throughout Europe

Growth Environment: Employment in a leading, fast-growing technology company with experienced, motivated colleagues

We value development: use your training budget for what excites you the most

We make your remote work comfy: we provide support on equipment and offer flexible working hours

In case you have further questions, please feel free to contact **Jacqueline Arlt** at +49 89 413 24 6050.

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Additional information

Location

Manchester

Position type

Full-time employee

Start of work

Aug 9, 2021

Responsible

Ben Marney