

sales development representative

Description

- As a SDR (Sales Development Representative) you help our small team of internationalization experts with client projects. We're mainly helping innovative Nordic/Finnish companies to expand to German market.
- Your daily tasks consist of making introductory product presentations about our clients' products/services to the potential partners/customers we have identified. These presentations are done as phone calls and/or remote meetings.
- When not presenting clients' products to their potential partners/customers, you're searching for more potential partners/customers for the clients. You're reaching out to the potential contacts with telephone, email and/or LinkedIn Sales Navigator.
- Your working language will be German, but communication facing our clients will be in English or Finnish (we don't expect you to speak Finnish!)
- In this Sales job you'll get to know innovative products that add value to the German market. Clients' products are often tech related, but you don't need to have technical background.
- We expect that you're eager to make calls, are familiar with LinkedIn and know how to find information when we're searching for potential contacts for our clients.
- You're starting with your own devices (phone costs are paid by the company), but get company devices or separate compensation after the tr

Responsibilities

- nternal training and education materials,
- Flexible working hours
- Work from Home (Egypt office will be opened in 2022)
- Company can participate to internet costs for faster & more stable connection if required.
- German (min B2 or C1)
- English (min B1)

Hiring organization

Roots Management Consultants on Behalf of Customer

Employment Type

Full-time

Working Hours

flexible from:08
to flexible:18

Date posted

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