

# SALES DEVELOPMENT REPRESENTATIVE

(f/m/d, **full-time**, Vienna)

JENTIS, the Viennese start-up of serial entrepreneurs Thomas Taucher, Klaus Müller (Ex- Googler) and 3 Co-founders, excels through its digital competence – a result of the founders' 75 years of professional expertise in a variety of digital companies.

In an era of constant change through the developments in artificial intelligence and data tracking as well as changing regulatory requirements, the team's mission is to empower data-driven companies with their breakthrough SaaS solution.

## The Job:

Kickstart your career in B2B Sales and Business Development! As our SDR you use (and propose) several sources to find, research and qualify leads. You identify business opportunities and conduct the first outreach via phone, video call, e-mail, social media etc. You entuse those potential clients for our unique and innovative product and connect them to our Sales team. You are passionate about Online Marketing and Data and are able to pursue the potential of our approach to customers. As a result, you contribute directly to the growth of JENTIS. You report to the Business Development Director and make your own decisions. This independent working style requires high degrees of responsibility.

## Requirements:

- Experience in a customer acquisition related position, ideally including outbound calls
- Outstanding communication skills and service-orientation
- Experience with tools like Hubspot, LinkedIn Sales Navigator, Builtwith etc. is a plus
- Experience in the Ecommerce, SaaS, Analytics industry is a plus
- Excellent written and spoken German and English skills

## This is the right job for you, if you ...

- ✓ ...are a real hunter! Eager to find, contact and close new clients. You thrive on winning the deal!
- ✓ ...have an instinctive empathy with the person on the other end of the line.
- ✓ ...have an outgoing and winning nature and love talking to people.
- ✓ ...are able to explain a complex tech product in a simple and concise way.
- ✓ ...are excited about continuously learning and exceeding yourself and your KPIs.

## What we offer:

You will work in a dynamic environment together with highly motivated and smart colleagues as well as the best office dogs.

You can expect a positive working atmosphere with an open feedback culture and a lot of room for your creative and innovative ideas.

We support an independent working style, expressed in e.g. flexible working hours and home office.

Your personal development is important to us, therefore we support you with your educational ambitions.

Gross salary starting at **€2.000** fixed per month + commission

Overpayment is according to your experiences and qualifications

Additionally, we offer **a performance-based bonus** and an **employee participation program**.

**Standard letters of motivation and exemplary CVs are not decisive for us - much more important: explain to us why you are a perfect fit for this position and our team!**

**APPLY NOW at [jobs@jentis.com](mailto:jobs@jentis.com)**