

Apply now!



Sales Development Representative DACH (m/f/d)

 Fulltime  Zagreb  Right away  Permanent

What we do at PlanRadar

We're digitising construction and real estate projects in 60+ countries worldwide. As a B2B SaaS provider, we're bringing a software solution to industries that are vital to the way we all live.

Your place in the team

As a vital part of the team, there's a lot of room for creativity and personal development. There's space to test your ideas and to collaborate with your colleagues from other regions and departments. Outside of work, you'll find a truly supportive environment.

What you'll get to do

As our Sales Development Representative for the German-speaking regions, you will be the first point of contact for many of our leads and future customers. You're reaching out to new leads via emails, phone calls or social media and making appointments for the Sales team. Over time, you'll become an expert on the product and on the needs of our customers. While collaborating with other departments, you'll develop your own style of pitching, taking into account our diverse customer segments and your team's goals.

Among other things, you will:

- Enjoy contacting potential customers via telephone, email, and social media
- Have an eye firmly on the team's goals when making appointments for the sales team
- Enjoy working with your dedicated Sales Consultant to identify ongoing strategic targets
- Ensure successful follow through of the sales cycle by maintaining accurate activity and lead qualification information in our CRM application
- Are motivated to consistently achieve qualified opportunity quotas to ensure territory revenue objectives
- Have a sharp understanding of data when reporting results

Who you are

- Our ideal candidate is self-motivated, ambitious and has a winning attitude
- You have prior experience as Sales Development Representative
- You have a strong desire to work in a B2B technology space and pursue a career in sales or account development
- You're a confident multi-tasker, able to prioritise and manage your time effectively
- You have excellent spoken and written skills in German and business English
- If you bring prior experience of inside sales or SaaS, it's a definite positive but not essential

What we offer

- Room for personal and professional development
- Challenging and diversified line of action
- Working in a fast-growing company with international customers and investors
- Office in the centre of Zagreb (Radnička cesta)
- Motivated and agile team with a common vision
- Performance-related career system with competitive and progressive base salary
- Uncapped bonus based on a success-related bonus scheme (OTE HRK 200.800,-)
- Support from an experienced buddy during the onboarding phase
- Additional benefits like free Multisport, team events, free drinks & snacks

You should enclose these in your application

Please send us your application documents (incl. CV with photo) at r.cheng@planradar.com

Your recruiter
Rosa Cheng

