

# Sales Development Representative job description for Bloobirds / Barcelona

Bloobirds is an all-in-one outbound sales platform which we have developed in order to assist companies using an outbound methodology. Our CRM integrates the company's strategy, sales processes, and playbook into one system. Not only does it register data but it also assists the outbound sales team in real-time, from the target market definition to the meeting handover to the AE, including a proper inbound qualification process.

We are now looking for a motivated and intelligent professional to join our team as a Sales Development Representative to assist us to create new business opportunities in the German market.

Sales Development Representatives (SDRs) play a crucial role in the success of the company by developing the top of the sales funnel. The SDR position is the best start for a career in sales in B2B companies in the technology sector.

You will gain experience interacting with clients on all levels, in a great variety of industries and in a wide geographical area. This is a stimulating and exciting role that will test your sales skills, strategic thinking ability and the ability to stay focused and follow the plans.

Key responsibilities:

- Contact potential clients from the German market that you will have previously researched.
- Qualify if there are business possibilities through telephone calls, email or other forms of communication.
- Identify the decision makers and what their needs are and discuss how we can solve them.
- Schedule appointments for account executives.
- Guarantee the transfer of the potential client information to the CRM.
- Collaborate closely with the Marketing and Sales teams to execute strategies for generating new clients and target accounts.
- Comply with and / or exceed the sales development objectives.

About you:

- You want to start a career in the sales or marketing department in B2B technology environments.
- You have a commercial nature.
- You have excellent written / verbal communication skills.
- Ability to take the initiative.
- Enthusiastic, organized and you like to work for targets.
- Ability to multitask, prioritize and manage time effectively.
- Native German

It is a plus:

- You have previous experience in sales development / generation of new sales opportunities.
- Proven success in a role with weekly, monthly and quarterly objectives.

We are looking more for enthusiasm and willingness to learn than specific experience. Ideally, you should have some experience selling something or offering customer service. Experience in a B2B software environment is a plus, but it is not mandatory.

Our offices are based in Barcelona, so it is a great opportunity to get immersed into the Spanish language and master it!

The selected candidate will receive specific training on his/her position before starting to work. An indefinite contract is offered, remuneration according to the value of the candidate, in the range of 24/26k + 30% bonus gross per year.