Sales Development Representative US (m/w/d)

openasapp

Open as App is one of the leading and most innovative No-Code Platforms in the market. We understand customers data & spreadsheets and will instantly create platform independent app interfaces, on top of it: DATA + EXCEL = APP!

As Sales Development Representative (SDR) you will support our sales organization in the Munich office and/or dedicated target market. If you would like to expand your expertise in sales, start your career in sales or see your career in SaaS, you have come to the right place.

If you have already gained first experiences in sales organizations and/or in B2B or SaaS you will take your next step here. Even if you have been working in a similar role for more than 2 years, we will challenge and encourage you to develop further!

What we offer

Your Onboarding will include trainings, workshops and mentoring, which will help you to reach your goals in a smart and efficient way.

- ✓ You will learn everything you need about the Open as App platform, services and their benefits for your target industry and country

- ✓ You will learn how to successfully execute discovery calls and online demonstrations

- ✓ You will develop your prospecting skills via cold calling, Linked-in Sales Navigator & E-Mail outreach

- ✓ You will become a professional in mastering sales pipeline within our CRM-System

- ✓ You will grow your SaaS B2B and Social selling knowledge sustainably

What else can you expect

- ✓ Be part of a dynamic, quickly growing and international team with extraordinary high level of motivation and commitment

- ✓ Flexible working hours combined with an attractive salary and bonus

- ✓ A healthy work life balance. We know how important family & friends are!

- ✓ A great office space in the heart of Munich (Karlsplatz/Stachus) with loads of social events and free coffee & beer

Your tasks

- ✓ You establish contact with new business partners and potential interested parties for our No-Code Platform

- ✓ You primarily use the phone, supported by e-mail and social media (LinkedIn, Xing) activities

Apply now! Contact us at **jobs@openasapp.com** or via **LinkedIn.**

✓ You help to identify and qualify potential new customers and to pass them on to the sales department

✓ Through professional needs analyses and benefit arguments you help to increase the sales pipeline and thus help Open as App to achieve its business objectives

✓ You get your leads from marketing activities (hot), the stock of contacts in the CRM system (warm) and cold leads (cold)

✓ You provide information material about our products and services

✓ With the help of our CRM system you ensure that all relevant information about the prospect and our activities is stored and available for Open as App

Your profile

✓ You gained first experience in a B2B-sales related role - SaaS Background is a plus

✓ You are keen to learn sales in a professional and international business environment

✓ You have a proactive, positive and entrepreneurial mindset and you are ready to reach the next level of your sales career

✓ You have the ability to learn & master cold calling challenges

✓ Ideally you have experience in conducting software demonstrations to prospects

✓ You are a quick learner; you are used to succeed in a competitive environment, and you are ready to reach the next level of your sales career

✓ You are fluent in English, native would be a big plus and fluent languages skills in one of your key markets as well

Voice of our team:

"Open as App supports its sales team in every-way possible to succeed and overachieve. It is the best technology and company I've worked for."

Adam L. joined Open as App last year in August as an SDR & Account Executive responsible for UK. Feel free to contact him on LinkedIn to get direct and personal insights from him.

Be a part of one of the most disruptive and growing markets. The (No-)Low Code Application Development Market [LCAD] is part of the Gartner Top 10 Strategic Technology Trends for 2020 and the Strategic Predictions for 2020 and Beyond. Apply now!

Apply now! Contact us at **jobs@openasapp.com** or via **LinkedIn.**