



Example of Sales Development Job Description

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Our innovative and growing company is searching for experienced candidates for the position of sales development. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for sales development

- Channel development and penetration
- Manage a team of Core and Strategic BDRs in St
- Assists the Territory Manager in focus marketing initiatives, including implementation of Marketing Plans
- Achieve designated call volumes and meeting-setting metrics
- Support sponsorship representatives who sell to and maintain relationships with technology marketing, analyst relations, and other C-level professionals
- Research competitor websites for new sponsorship prospects
- The SDR will be responsible for meeting or exceeding an assigned quota of "Sales Ready" qualified leads in his/her assigned territory
- Conduct a high volume of outbound telephone calls to prospective customers to identify decision makers and opportunities with the goal of setting an appointment for field sales reps in the UK and France
- Ask a series of questions to identify the potential sales needs within an organisation, and use this information to secure field appointments
- Record sales important information in our CRM and share it with relevant parties in the sales teams

Qualifications for sales development

- Ability to speak German fluently
- Track record of sales in outbound calling and emailing are highly desirable
- Motivation to grow and win, individually and as part of a team (aka

- 1-2 years' experience in Sales with a track record of closing business