

# Business Development Representative / BDR

Klagenfurt/Vienna, Austria or Remote • Marketing/Sales • Full Time

Well-capitalized early stage start-up seeks extremely talented candidates to help pioneer the way sales and marketing teams work together. Kickscale builds the leading SaaS platform enabling B2B revenue teams to improve pipeline generation, and conversion rates by empowering and aligning marketing & sales teams.

If you are passionate about marketing, sales and business development we want to talk with you! You will be a key contributor to our internal and external business development efforts.

Expect talented, motivated, intense, and interesting co-workers.

## **As BDR you will:**

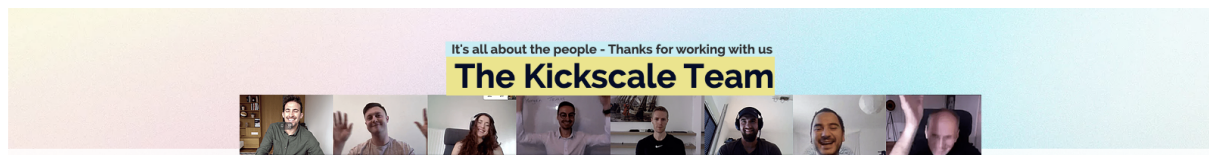
- Use intelligent prospecting persistence to identify, create and qualify existing leads in our CRM, research accounts, identify key players, generate interest to expand your list of prospects
- Work closely together with your Business Development Manager / BDM and field sales teams to develop account intelligence and relationship maps
- Utilize modern sales tools (e.g. Salesforce.com, HubSpot, LinkedIn Sales Navigator, Outreach.io, Kickscale) to manage day-to-day activity, record communications and meetings with prospects and customers
- Coordinate meetings for our Field Sales Team: You plan, build and execute a meeting schedule in your territory in order to schedule and coordinate customer meetings

## **It would be great if you have:**

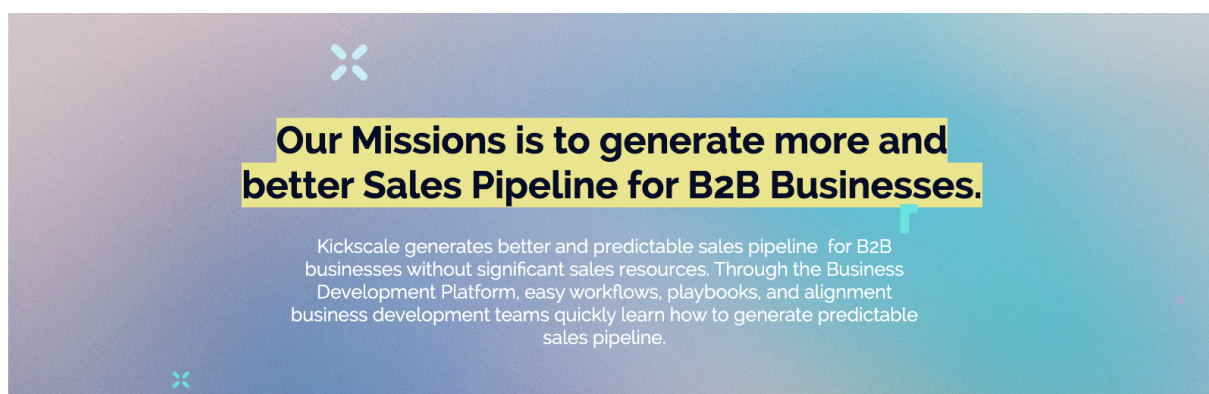
- Work experience, internships or academic projects in sales or marketing, ideally in the area of outbound and inbound tactics of a leading SaaS technology start-up
- Bachelor's degree, preferably in business, management, marketing, information technology, or a related field of study
- Passion for technology and aptitude to learn new technologies
- Strong analytical and presentation skills
- Knowledge of systems like Salesforce.com, HubSpot, LinkedIn Sales Navigator and Outreach.io or other sales and marketing tools is a plus

## Terms & conditions

- Start preferable as soon as possible
- We are looking for a full time engagement, however we are flexible to start with a part-time engagement (min. 20h / week) if for example time is needed to finish studies (bachelor or master).
- Usual salary for this position is between € 1.890,00 and € 2.600,00,00 per month depending on your experience. We are willing to pay a premium if relevant professional experience in a similar environment can be proven



You'll be joining a young and dynamic team that is passionate about building great software and quickly iterating on ideas and work to provide customers with improved experiences. We challenge each other constantly to improve, always asking difficult questions and pushing personal and professional growth. The development team is focused on building new features and maintaining as well as testing the current SaaS platform.



196 / 5000

Kickscale was founded by three sales and marketing experts and is supporting customers in the area of business development, especially in the area of lead and opportunity generation. To achieve these goals, we use proven best-in-class processes, e.g. such as those used and

applied by leading US-based accelerators (for example Y Combinator) in pushing growth of their startups.

When looking for SW-tools supporting our work we found out that there are many tools covering particular aspects of these processes, however no tool which is supporting them end-to-end. We have therefore started to develop our own SaaS platform in which these best-in-class processes are mapped and optimally supported.

This platform is now ready for the market and we have already sold it to our first customers. In the next step, we want to develop this solution further and scale sales across Europe. Our aim is to become market leader in the area of marketing and meeting management applications.

### From high growth Start-Up to established businesses.

International Companies use Kickscale to start, run and scale their businesses.



The World is our playground and **Kickscale is headquartered in Austria** 🇦🇹, with locations in **Vienna**, Austria's capital city and **Klagenfurt**, the Silicon Valley of the Alps.





**COVID-19 Information:** Kickscale is continuing to hire with all interviewing and on-boarding done virtually due to COVID-19. All new and existing Kickscalers will continue to work from home until it's safe to return to our offices in Vienna and Klagenfurt. When our offices reopen, we will offer a flexible choice between working at the office or from home (unless a job requirement makes it necessary for a role to be performed permanently at a Kickscale office).

**Apply via [coolejobs@kickscale.com](mailto:coolejobs@kickscale.com) | [www.kickscale.com](http://www.kickscale.com)**