

Development Representative DACH



Position
Vollzeit



Standort
Zagreb



Eintritt
ab sofort



Vertrag
Unbefristet

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 – yet they're often behind the curve when it comes to technology. We relish that challenge because when we partner with a client, the impact on their business is larger than they ever imagined.

In January 2022, PlanRadar raised USD 70 million in Series B funding to help launch the next stage of our company's growth. We're an award-winning scale-up with big plans for global expansion, and therefore on the hunt for experts in their field who can help us make an impact.

Your place in the team

As a vital part of the team, there's a lot of room for creativity and personal development, with training available to help you reach your full potential. 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, with team events, free coffee, breakfast and Friday beers.

PlanRadar promises an inclusive, engaging and exciting place to work. We are inquisitive minds who challenge the status quo, with a drive to change our client's industry for the better. Our people matter the most, and we regularly conduct surveys and implement changes to ensure our benefits and the way we work reflects the culture that we promote. If you're courageous and ready for a new adventure, **join PlanRadar!**

[Meet the team here!](#)

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'll be the friendly and informative voice of PlanRadar, 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.

This is a fantastic opportunity for someone craving ownership and eager to have a huge impact on a fast growing scale-up in the B2B SaaS space!

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 (10000)
- 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 team events, free drinks & snacks, ...

Benefits



Raum zur
Mitgestaltung



Firmenevents



Obstkorb



Vielzahl an
Snacks



Vielzahl an
Getränken



Trainings-
angebote



Flexible
Arbeitszeiten



Mitarbeiter-
empfehlungs-
programm



Firmenlaptop



Gesundheits-
förderung



Strukturiertes
Onboarding



"Buddy"
-Programm

You should enclose these in your application

Please send us your application documents (incl. CV with photo) by clicking on the "Jetzt Bewerben" button.

[Jetzt Bewerben](#)

Your recruiter



Marie-Therese Bode

