

SALES DEVELOPMENT REPRESENTATIVE (M/F)

Linkfluence is a leading Social Media Intelligence company, offering a unique approach which enables organisations to monitor, analyse and leverage social media. Founded in 2006 in France, the company has more than 350 clients worldwide including brands, agencies and public organisations including Danone, Sanofi, McDonald's and Publicis. Linkfluence achieved more than 50% yearly growth for the past 3 years and has offices in France, UK, Germany, Spain, China and Singapore. The Linkfluence offering combines Radarly, a leading Social Media monitoring & engagement tool, and cutting-edge Social Media research approaches, such as network analysis. Radarly analyses more than 130 million posts published by 300 million sources in 61 languages each day. You will be working with a young, energetic and rapidly growing international team of 200 people. We are looking for passionate and smart people to help us shaping next generation social media intelligence (SMI) software.

MISSIONS

As Sales Development Representative, you will be working as part of a dynamic and passionate team with an aim to drive the company's rapid growth through acquiring new leads for the sales process.

Your responsibilities will include:

- Reaching out to a set number of prospects per week
- Set up calls and meetings with potential customers (5 quality calls or meetings per week)
- Acquiring information on prospects including: identifying decision makers, size & structure of team, current services in place, renewal dates
- Maintain the sales CRM/database with updated information
- Partnering with the Sales Managers to ensure consistency of approach and building of team spirit

ABOUT YOU

- 0-2 years sales experience
- Prior experience with Sales CRM preferred
- Previous account entry and lead qualification experience preferred
- Previous experience in marketing, PR or a social media a benefit but not essential
- A positive, self-starter attitude and desire to exceed expectations
- Passionate about the digital ecosystem and social media
- Organised and autonomous
- Native level of German and excellent English skills
- A strong communicator with good writing and conversation skills
- Confidence to research and reach out to new prospects over the phone and email
- Proficient MS Office experience or Google Docs

REMUNERATION AND ADVANTAGES: Competitive + uncapped commission

START DATE: ASAP

CONTRACT TYPE: Permanent

PLACE OF WORK: Erkrather Straße 234b, Düsseldorf.

*Send us your CV and tell us why you would like to join us at: **jobs-de@linkfluence.com***