

SALES DEVELOPMENT REPRESENTATIVE (M/F)

Linkfluence is a leading Social Data Intelligence company, offering organisations a unique approach to monitor, analyse and leverage social media. Thanks to our social media intelligence platform Radarly and the associated services, Linkfluence captures and analyses more than 200 million posts per day from over 300 million sources in 61 languages.

Founded in 2006 in France, Linkfluence has more than 200 talented people in its offices in the UK, France, Germany, China and Singapore and is growing strongly. We work with over 350 brands, agencies and public organisations including worldwide-known companies such as: Danone, LVMH, Orange, AirBnB, Infinity, Publicis...

You will be working with a young, energetic and rapidly growing international team. We are looking for passionate and smart people to help us shape the future of social data intelligence.

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