

Business Development Representative (Vollzeit | Vienna / Telearbeit)

We are looking for ...

... a self-motivated, resilient hunter, with a long-distance attitude rather than a sprinter – 90% outbound, 10% inbound.

We look for good people and team players, as culture is essential to us. Close collaboration is key within the sales and other teams, as we iterate and improve quickly. Every week, in the Vienna office, the sales team shares best practices along the sales stages, especially for impactful outreach.

Expect to target accounts in a global and growing market; however, focussing on industries and geographies will help you keep track. Profound sales playbooks, Hubspot as CRM, and other tools in our sales tech stack are implemented - but you are expected to contribute to our culture of ongoing learning by finding smart ways to improve conversion rates to... reach for the stars as a team!

The Eyeson headquarters and main office are in Graz/Austria, but a large portion of our sales team is in Vienna, close to Schwedenplatz at the banks of Donaukanal. Remote work and flexible working times are provided for all locations internationally. Vienna is the best location for this specific role, but we can be flexible for great people, as long as this is in a European time zone.

Ansprechpartner: Stefan Steinbauer (stefan.steinbauer@eyeson.com)

Anforderungen (Kenntnisse, Erfahrung)	1 yr BDR in tech or Saas, Proficient in English and German
Anstellungsort	Vienna, Austria inkl. Telearbeit-Möglichkeit
Tätigkeitsfeld	Vertrieb und Handel
Anstellungsart	Vollzeit
Karrierestufe	Berufseinsteiger:in
Gehalt	ab 37.950 €

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