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Sales Development Representative (f/m/d)

On our path into a better working world we seek a driven sales development representative to fuel the pipeline with our sales team around our CEO and founder. In this role, you'll be responsible to create predictable revenue growth, being at the forefront of customer acquisition. You identify, analyze and optimize inbound and outbound channels and maximize learnings about the market, individual prospects and for our processes.

Ultimately, you'll qualify leads and then help organizations to find the right solution at the right time on their transformation path towards networks of autonomous, interdisciplinary teams.

In this role you will:

- **Generate high quality leads** by filling the overall sales funnel and qualify these prospects through conversations, setting up trial environments and giving software demos
- **Identify the top performing outbound channels** and improve their conversion rates
- **Help developing an effective scoring model** and conversion driving sales formats that help us to continuously generate high quality leads
- **Conduct and document explorative conversations** with organizations to learn more about the market and decision-making processes, and to improve our sales process
- **Establish partnerships** with network partners and associations to boost our reach and lead generation channels in Europe

What we are looking for:

- 1+ year of experience in sales, market research or related fields
- Curiosity to learn and listen about the needs of every prospect
- Creativity to build and develop our lead generation channels accordingly
- Metric-driven work style to turn our sales process into a predictable revenue machine
- Good conversational and listening skills to understand how to make customers happy
- Ambition and a structured work style scaling our sales processes

What you can expect:

- Be part of a value-driven, interdisciplinary team and shape the growing company with us
- Start a great learning journey and enhance your personal growth in an exciting space
- Office in the heart of Munich, flexible work arrangements with a high level of autonomy



Please send your application to jobs@workpath.com

We are looking forward to hearing from you.

LUISA

Workpath is a successful B2B SaaS startup headquartered in the heart of Munich with customers like SAP, Trivago, Burda, Pro7, Scout24 and HolidayCheck. With our solutions for agile goal management, feedback and communication, we help established companies to transform into network organizations of autonomous and cross-functional teams. Join us shaping tomorrow's working world for millions of employees, towards more autonomy and purpose at work.