

MARKET DEVELOPMENT REPRESENTATIVE

Location: Dresden or Frankfurt

Travel: 25%

If you are a self-motivated individual who has a passion for finding and developing potential customers and thrives in a fast-paced environment, look no further! Team up with Critical Manufacturing and apply now as Market Development Representative.



What you'll do:

- Manage and qualify inbound leads through the sales and marketing process
- Follow-up on leads to determine fit, based on predetermined qualification matrix criteria
- Set up calls and meetings with prospective customers
- Research and build new and existing contacts within target markets and target accounts
- Develop and execute on an outbound outreach strategy for new accounts
- Regularly nurture all developed leads
- Successfully manage and overcome possible prospect objections
- Meet monthly and quarterly objectives/goals



What you must have:

- Bachelor's Degree
- Good organizational and time management skills
- Excellent written and verbal communication skills
- German & English proficiency- spoken and written
- Ability to learn and an enterprise software sales process
- A no-fear attitude



What we consider a plus (not mandatory):

- Previous experience with inbound marketing or inbound sales
- Knowledge of agile methodologies
- Experience working in virtual teams
- CRM know-how



What we offer

- An open and embracing culture with a passion for the latest manufacturing technologies
- A high-growth and exciting international company culture
- An agile, focused atmosphere with flexible working hours and the ability to work from home
- A mentorship training program to ensure successful onboarding
- A competitive salary and performance-based bonus