

Business Development Representative / BDR

Klagenfurt/Vienna, Austria or Remote • Marketing/Sales • Full Time

Well-capitalised early stage start-up seeks extremely talented Business Development Representative to help pioneer the way sales and marketing teams execute and apply processes. Kickscale builds a leading SaaS platform that helps sales teams to access and build best in class sales processes that deliver more sales meetings and revenue.

If you are passionate about sales and business development we want to talk with you! You will be a key contributor to our internal and external business development efforts.

Expect talented, motivated, intense, and interesting co-workers.

As BDR you will:

- Use intelligent prospecting persistence to identify, create and qualify existing leads in our CRM, research accounts, identify key players, generate interest to expand your list of prospects
- Work closely together with your Business Development Manager / BDM and field sales teams to develop account intelligence and relationship maps
- Utilise modern sales tools (e.g. Salesforce.com, HubSpot, LinkedIn Sales Navigator, Outreach.io, Kickscale) to manage day-to-day activity, record communications and meetings with prospects and customers
- Coordinate meetings for our Field Sales Team: You plan, build and execute a meeting schedule in your territory in order to schedule and coordinate customer meetings

It would be great if you have:

- Work experience, internships or academic projects in sales or marketing, ideally in the area of outbound and inbound tactics of a leading SaaS technology start-up
- Bachelor's degree, preferably in business, management, marketing, information technology, or a related field of study
- Passion for technology and aptitude to learn new technologies
- Strong analytical and presentation skills
- Knowledge of systems like Salesforce.com, HubSpot, LinkedIn Sales Navigator and Outreach.io or other sales and marketing tools is a plus

Terms & conditions

- Start preferable as soon as possible
- We are looking for a full time engagement, however we are flexible to start with a part-time arrangement (min. 20h / week), if for example some time is needed for the completion of studies (bachelor or master).
- Usual salary for this position is between € 1.890,00 and € 2.600,00,00 per month depending on your experience. We are willing to pay a premium if relevant professional experience in a similar environment can be proven.

The Kickscale Team

You'll be joining a young and dynamic team that is passionate about building great software and quickly iterating on ideas and work to provide customers with improved experiences. We constantly challenge each other to improve, by asking difficult questions and pushing personal and professional growth. The development team is focused on building new features and maintaining them, as well as testing the current SaaS platform.

About Kickscale

Kickscale emerged as a company based on a problem that another B2B tech start-up experienced. We had to identify what works best for sales pipeline generation and what activities lead to revenue generation. Based on the approaches we learned at the famous American startup incubator Y Combinator, we contacted more than 1,000 people each week and set up as many virtual and in-person meetings as possible. The implementation and definition of this outstanding process took us over two years. Afterwards, we recognized that the process works, but we need something to scale, guide and coach new team members and later analyse those activities, as well as set-up and organise the meetings generated out of these campaigns more efficiently. We have founded Kickscale to consult and teach the process and offer a SaaS Business Development Platform to solve these challenges to generate predictable sales pipeline and predictable revenue. Our team of experts helps leading companies to help them generate more business, track the outcome of their business development efforts and focus on activities which lead to pipeline generation and revenue growth.

Incredible Companies that trust **Kickscale** 🤖





More about our Benefits

Whether you work collocated with the team members or in a remote team, our colleagues (or better said friends) and company culture are highly collaborative, supportive and yes - FUN! To enhance your work experience we offer a fantastic benefit: you can individually choose if you want to work from our beautiful office in Vienna or simply from your cosy home. Flexibility is our highest priority!

The World is our playground and **Kickscale is headquartered in Austria 🇦🇹**, with locations in **Vienna**, Austria's capital city and **Klagenfurt**, the Silicon Valley of the Alps.



Apply via coolejobs@kickscale.com | www.kickscale.com