



Sales Development Representative / Cologne / Starting immediately / full-time

Honestly is a fast growing company that specializes in employee engagement and customer experience. Working together with top brands all over the world, Honestly aims to shake up the business world by embracing the human side of business and developing meaningful relationships between companies and its employees and customers.

Sales Development Representative

Sales Development Representatives (SDRs) are the hunters of new opportunities for the company. The SDRs fill the pipeline for the Account Executives with leads from marketing.

The SDR feeds meetings/opportunities to the top of the sales funnel. Once a meeting has been scheduled, it will route to the Account Executive (AE).

The Sales Development Representative's role is to increase sales through cold/warm emailing prospects to create a continuous flow of opportunities. SDRs manage and generate meetings from inbound and outbound marketing generated leads.

As our **Sales Development Representative** you will:

- Create "Ideal Target Profiles" for prospects
- Research and create a list of possible prospects
- Reach out to prospects via email
- Fill the Account Executives (AEs) calendar with new opportunities
- Do Social Selling (e.g. LinkedIn)
- Track all lead activity, leads/opportunities, and manage reports

For this, we believe you should have:

- Strong follow-up skills, attention to detail and organizational skills
- Patience and persistence
- Strong interpersonal and communication skills
- Ability to build and manage your own book of business
- Comfortable with performing high volume outbound emails to potential leads

What's in it for you?

You will be an integral part of an up-and-coming startup in the heart of our beautiful Cologne. You will have the unique opportunity to get your hands dirty and grow in the fields of Content Marketing, SEO, and Social Media Marketing (and so much more!). This is your chance to bring your marketing career to a whole new level. We trust each other and believe in self-organization, that's why we want to give you the possibility to develop freely.

Of course, all the benefits you'd expect are included – from free drinks to fresh fruit, foosball matches and rooftop barbecues. Add a competitive salary, a quirky and loveable bunch of coworkers from eleven different countries, and a meaningful product with a great vision, and you'll get why our Honestly is an awesome place to work.

Did we spark your interest?

Send your

- CV,
- cover letter and
- salary expectations

to jobs@honestly.com and we will get back to you. We look forward to welcoming you aboard!