

Business Development Representative (m/w/d)

About us:

The German company DriveLock SE was founded in 1999 and is now one of the leading international specialists for IT and data security with branches in Germany and the USA. In times of digital transformation, the success of companies depends largely on how reliably people, companies and services are protected against cyber attacks and the loss of valuable data.

DriveLock has set itself the goal of protecting company data, devices and systems. To achieve this, the company relies on the latest technologies, experienced security experts and solutions based on the Zero Trust model. Zero Trust means a paradigm shift in today's security architectures according to the maxim "Never trust, always verify".

What we offer:

- Growing market, growing company and growing team with plenty of potential to develop and further shape your own professional career
- Open and committed colleagues who work together at eye level
- Modern sales processes and tools with a high degree of standardization and automation so that you can focus on the customers and their needs
- Attractive salary with performance-related commission plan
- 30 days holiday per year and a permanent employment contract
- Flexible / hybrid working - you organize your time in the way that works best for you
- Preferably work at least 1-2 times a month in the office in Munich or from the home office (Onboarding of up to 4 weeks in Munich)
- Corporate Benefits

Job Description

For the further expansion of our team in Munich, we are looking for a Business Development Representative (m/f/d) to take responsibility for the active expansion of our sales pipeline as soon as possible. As a specialist for inbound and outbound leads, you will take on the challenge of bringing complex digital products closer to a demanding target group, creating awareness for the topics of cyber security, performance and compliance and contributing to growth through qualified leads.

Your tasks:

- Your main task will be to qualify leads, e.g. from marketing campaigns.
- You actively manage and qualify our inbound and outbound leads.
- You present our company to potential customers.
- You work closely with the marketing, enterprise and midmarket sales teams.
- The maintenance, documentation and follow-up of existing leads and interested parties also falls within your area of responsibility.
- Representing DriveLock at trade fairs, events and in webinar
- Actively contributing your own ideas and working in a goal-oriented manner to achieve our achieve our self-imposed team goals, sales OKRs and KPIs.

Your profile:

- You have at least one year of professional experience as a BDR or in active B2B telephone sales or outbound telesales - ideally in the IT sector.
- You skilfully combine your enjoyment of professional calls with target- and customer-oriented conversation skills.
- Future topics such as cloud computing or cybersecurity arouse your interest.
- You impress with excellent rhetorical skills and German language skills.
- You want to develop your career in a growing, innovative and dynamic company.
- Experience with LinkedIn Sales, MS Dynamics and HubSpot is desirable.