



### **Business Development Representative**

Location: 57 Gluckstrasse, Hamburg, Germany

(The working location will be in Marchart (Eichholz), close to Geeschacht after 1-year to our newly built factory and office) - <https://goo.gl/maps/jjwRQTDG9ps>

*Looking to hire immediately*

We are an industrial product manufacturing company founded in 1993 and have picked the beautiful Hamburg as our European base for our new sales office. Our mission is simple: to make industrial automation in the most efficient way.

We want to be a global leader transforming the industry with innovative conveyor products, and excellent people.

We are starting our Hamburg office from ground zero and are looking for 2 to 3 full-time sharp, tenacious and downright awesome individuals to build our sales team. We are a small team of 3 with our sister company of 42 people in Lauenburg.

Our office will serve the non-German speaking countries in Europe so this is a great opportunity to be exposed to a large variety of cultures, languages, and international business practices. We are not at an ordinary stage of an established company and we don't expect you to be either. If you love the art of selling, delighting customers and have a natural affinity for technical know how, enjoy digging into hard work and making the impossible happen, you may just find the right fit.

In this role, you will be responsible for prospecting leads, reaching out to potential customers over the phone, email and social media to determine if they are a good fit for Daisler and to promote our brands and products to the market. Success in this role is measured by consistently hitting and exceeding targets and building a strong pipeline of leads for us.

This job is COMMISSION based.

**A DAY IN THE LIGHT MIGHT LOOK SOMETHING LIKE THIS:**

- conduct a high volume of outbound contacts to prospective customers over the phone, email and social media
- consult, educate and successfully qualify prospective customers for Daisler's offerings
- build out a robust pipeline of sales appointments and demos and ensure follow up
- be an expert on Daisler's products and partner offerings and advise the appropriate products and fabrications



- consistently achieve and exceed your monthly targets
- collaborate with your team and be willing to try new innovative techniques to drive awareness and adoption of Daisler in the European countries
- handle necessary business procedures and documentations from making an offer to the delivery of our products
- conduct marketing campaigns and relating activities to increase outreach and visibility to prospects

Your should be

- with a technical or business background (university degree)
- fluent in English and at least one foreign language, French, Italian, Russian or Spanish (German knowledge min. B1 level preferred)
- 1 to 3 years experience in outbound phone sales experience, preferably B2B customers in industrial products and have experience in qualifying leads
- excellent communication skills and are very comfortable making high volume of sales calls over the phone
- flexible and open minded and willing to put in hard work to achieve goals
- team oriented, outgoing, and with a positive attitude and adaptable and excel working in a fast-paced dynamic sales environment
- willing to travel to exhibitions and visit customers with the Account Manager from time to time
- genuinely curious and interested in industrial products

If everything sounds great to you, send your CV, motivation letter and references to [info@daisler.com](mailto:info@daisler.com). Questions can be answered at +49 (0) 4153 5999 860

For more information, check out our website at [www.daisler.com](http://www.daisler.com)