



## Help wanted!

MessengerPeople is one of the pioneers in the field of messenger services and today the leading software-as-a-service provider for messenger communication & chatbots. With our solution, companies use the most popular messengers, such as WhatsApp, Facebook Messenger, Apple Business Chat, Telegram, Viber and Co professionally and securely.

Since September 2021, we have been part of Sinch! The Swedish, listed company connects businesses and customers worldwide via mobile messaging, voice and video telephony.

Our customers include eight of the ten largest U.S. technology companies. Today, we count over 4,000 employees in more than 40 countries.

You want to make us even better? Let's go for it!

Our Sales team urgently needs reinforcement! Growing tasks, increasing internationalization and our focus on fast scaling software drives us.

For our headquarters in Munich, we are therefore looking for several

## Sales Development Representatives (m/w/d)

As part of a cross-functional team, you support the pre-sales processes, especially in the acquisition of **new customers** and identify **qualified leads** for the sales team (DACH / Intl.).

### Your Tasks

- You research, identify and qualify potential new customers and their relevant contacts.
- You are the first sales contact and contact companies from various industries via phone, email and LinkedIn.
- You inspire decision-makers, convince them to get to know our solution better and arrange appointments for the sales team.
- You actively work on your lead pipeline and keep up to date with follow-ups.
- You document and maintain your activities and contacts in the CRM system

### Your Profile

- You are a strong communicator, self-confident and can explain complex topics easily
- You have a friendly, winning manner and a feel for your counterpart
- You distinguish yourself through independent, proactive and goal-oriented approach to work
- You ideally have some practical experience in the area of telephone acquisition or sales
- You are tech-savvy and enjoy trying out new things
- You have a very good knowledge of German (C1) and English (B2+)
- You have completed technical or commercial training

## What you can expect

- Many exciting topics, a successful product and a growing, global company - there is plenty of room for you and your ideas!
- An international and highly motivated team. Hands on spirit drives us!
- Cool office near Munich central station. Remote work possible
- Regular team events from Winter fun to hut weekends in the Alps
- Flat hierarchies, short decision-making processes and a trusting and open corporate culture

Apply now and become part of our engineering team! We are looking forward to you, your ideas, your curiosity and above all your personality!

## Your personal contact

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