

Sales Development Representative

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Company: OutSystems

Location: Belgium

Category: other-general

There are NO limits to your career: come shape the future and be part of a truly unique global culture at OutSystems!

Sales Development Representative

Job description, low-code style:

As the #1 low-code application development platform, OutSystems provides customers with everything they need to build apps incredibly fast. So, let's cut to the chase: we have an immediate opportunity on our Americas Sales Team for a Sales Development Representative.

The Sales Development Representative (SDR) will generate new business opportunities in an assigned region by following a proven prospecting methodology, will identify and research lists of companies to target, and will develop email and telephone campaigns to generate new business opportunities. The SDR will conduct high-level conversations with C-Levels about their business, IT initiatives and operations. The successful candidate will be Type A , a high -energy, goal-oriented, methodical and tenacious team player that loves to win.

Responsibilities:

- **Execute outbound calling campaigns to targeted prospects to generate “sales ready” qualified leads and set appointments for the OutSystems sales team to close new business**
- **Respond to inbound inquiries from prospective customers (phone, email, and web), attaining key data to qualify the prospect, generate “sales ready” leads, and set**

appointments for the OutSystems sales team to close new business

- **Learn and execute proven processes to generate new sales opportunities**
- **Strategize with top-producing sales managers**
- **Map prospective accounts around organizational structure, people and existing technology**
- **Engage executives in targeted prospect accounts**
- **Manage and maintain a pipeline of interested prospects**
- **Leverage CRM tools to prospect into specific geographic territories and sectors**

Requirements:

- **Minimum of 2 years Software/SaaS Business Development or related market/business experience**
- **Fluency in Dutch/Flemish Dialect**
- **Understanding of the IT industry with a background of prospecting to IT decision makers**
- **Outstanding communicator via phone and email to both technical and non-technical audiences**
- **Ability to change priorities quickly, capacity to handle multiple tasks, perform at high velocity**
- **Proficiency with Microsoft Office, WebEx or similar web conferencing product, and CRM or sales management tools (salesforce.com preferred)**
- **Demonstrate strong desire to keep up-to-date on technology trends, changes, & best practices.**

The Longer Story:

One of the fastest-growing B2B software companies in the world, OutSystems is on a mission to enable every organization to innovate through software. We are looking for talented and motivated people to join us in helping companies solve some of their most strategic business challenges, from modernizing their workplace processes to transforming their employee and customer experiences. As a member of the OutSystems global team, you will help build, deliver, manage, and evolve the software that is a low-code market leader and preferred by professional developers around the world.

OutSystems is a truly global company, with more than 525,000 developer community members, 1,700 employees, 400 partners, and thousands of active customers in over 87

countries and across 22 industries. Founded in 2001, OutSystems has offices in the United States, United Kingdom, the Netherlands, Germany, the UAE, Japan, Hong Kong, Malaysia, Australia, and Singapore, and of course has a thriving, worldwide community of remote employees.

Working at OutSystems

We do not have many rules, but we do have high standards and a culture of global collaboration. Our commitment to our culture is highlighted in *The Small Book of the Few Big Rules*, written by our Founder and CEO, Paulo Rosado. This commitment to culture landed us in the Forbes top cloud computing employers four years in a row. We grow, change, and innovate, and give our teams the space to be proactive and creative.

We care about growth and development. Vertical career progression is obvious, and we also encourage lateral moves, joining different teams, and mastering new skills.

Global colleagues who are as smart, hardworking, and driven as you.

Our DNA is disrupting the status quo. It is why our company exists.

We “Ask Why” a lot. It helps us connect our individual work to the bigger picture and often uncovers a better, more agile way.

Join us in disrupting the status quo of the low-code market, we give you the power to Ask Why, you give our customers the power to innovate through software!

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