

# Business Development Representative (BDR) – Paris / Munich (m/f/d)

Praxedo GmbH (German branch of the French Praxedo SARL) is looking for a Business Development Representative for the DACH region. Praxedo is a leading provider of field service management solutions and has been offering SaaS solutions since 2005.

In the first year the BDR will have the opportunity to work from our headquarter in Paris where she/he will be trained. After the first year, the main office location will be the subsidiary in Munich, which covers the DACH region. We are looking for a young and dynamic graduate, who is looking for a sales career in the area of innovative cloud software solutions / SaaS. There is a clear career path defined which will lead to the option of becoming an Account Executive after 2-3 years in the role of BDR.

## Your tasks

- Qualify inbound leads generated by our marketing campaigns
- Define industry specific campaigns to generate qualitative leads and meetings for Account Executives through customized outbound campaigns After this first initial period, you will take over the whole sales cycle for inbound leads in the SMB area, which involves qualification, executing a demo of our solution, getting commitments for next steps as well as negotiating and closing the deal
- Direct reporting to the Country Manager DACH / head of German branch as well as to the Sales Manager – SMB France

## Your profile

- Ambitious young candidate that is seeking for a sales career in the highly profitable area of SaaS providers
- High level of self-motivation and drive
- Very good presentation and communication skills, as well as interpersonal competence and confident demeanor
- High degree of customer and solution orientation, quick comprehension and analytical thinking
- Good MS office skills and open to use new sales solution
- Good written and spoken English skills for internal communication with our French parent company

## What we offer

- Get your experience abroad after your studies:  
Spend one year in Paris, in our centrally located office. Advance your skills and career afterwards in our Munich office. In the long term Praxedo also offers different possibilities to work from our other subsidiaries all over the world.
- Start-up culture and agility of the German branch in combination with the advantages and security of an established medium-sized SaaS company
- Sophisticated engagement tools: Salesforce / Salesloft / LinkedIn
- Young and dynamic team with a healthy and sales-oriented corporate culture
- Office in the center of Munich
- Team building events / after-work activities
- Personal development as part of Praxedo's ambitious growth goals
- Market-oriented solution which, through effective target group selection, leads to a high rate of conversations with a positive outcome as well as relatively short sales cycles