

## Sales Development Representative (m/f/d)

### Be a part!

*You are communicative and never accept a no? You call the phone on fire and convince your counterpart of the best idea? As part of our Sales Department, you will work in the SaaS business and further expand our customer base in the RegTech and compliance sectors in **France, Spain, Italy, UK, DACH or Nordics Region**. We would like to welcome you to your sales career!*

**EQS Group** is a leading technology provider for digital investor relations and corporate compliance. During two decades we have developed into an international group with 15 locations and over 550 employees worldwide – and achieved all of this without losing our start-up mentality.

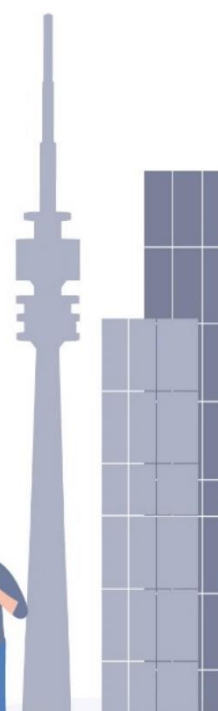
The key to our success is building high-performing teams. We focus on hiring passionate colleagues who take ownership and support each other in creating a trustworthy environment.

### Your responsibilities:

- You will acquire qualified business leads and nurture long term prospects in **France, Spain, Italy, UK, DACH or Nordics Region** Here you can address with YOU
- Therefore, you do cold call, engage with, and develop your prospects to be closed by sales teams. You will also perform some direct sales activities by taking care about the smaller prospects
- You document, track and monitor your leads and activities in our tracking tool
- You utilize smart, targeted questions to present your knowledge with decision makers such as VPs, Directors and C-suite personnel
- You acquire in depth knowledge of our full range of services and convey that knowledge to potential clients, adhering to company messaging and positioning
- You conduct territory development best practices with email, phone and chat using our sales enable tools to connect with new prospects and current clients

### What you should bring in order to succeed:

- First practical experience in marketing or sales (e.g. internships) ideally in the area of software as a service Experience preferably not with years (check AGG conformity)
- A degree in economics from a university/college or commercial training
- Excellent written and spoken language skills in **French, Spanish, Italian, German or Nordic languages (Danish, Swedish, Finnish, Norwegian)** as well as strong English skills
- Self-driven individual with goal-oriented mindset and a strong team player attitude with a background in customer service is a plus
- Inspire trust and enthusiasm in our solutions



### What you can expect from us:

- **You count!** A trustworthy environment for continuous self-improvement. Personal development goals, with time and guidance on achieving them, along with regular feedback from your team lead as well as access to internal and external training. We support you in setting yourself up for success.
- **Daily living Values!** A high degree of personal responsibility. You can take ownership for a wide range of tasks, explore the areas you like working in and find your way to make an impact.
- **Great atmosphere!** Regular company sponsored social events, a talented international team, and a common purpose to unite us.
- **Be part of an exciting journey!** You will contribute to our success story in becoming the leading European cloud provider for investor relations and corporate compliance solutions. With our share matching program, we will share our success with you.
- **A modern workspace!** Our office is in a central location in Barcelona. You also have the possibility of remote work and flexible working time

Do you feel inspired to be part of our team? We are looking forward to receiving your application and getting to know you!

### Interested in becoming a part of our team?

We are looking forward to your application and getting to know you!

[Apply now](#)

If you have any questions do not hesitate to reach out to me:

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