

Sales Development Representative for English speaking and Hispanic countries

Based: Central Madrid HQ

We are looking for:

- an SDR for the English speaking market with Native level of Spanish and English
- and an SDR for the Spanish speaking market with Native level of Spanish and fluent in English

Imagine yourself working at a successful startup with a young and bright team in Madrid.

Are you an energetic and ambitious SDR or recent college grad ready to get your career on the fast track in the exciting and lucrative field of B2B SaaS sales? BDEO is looking to grow our Sales Development to the next level in our Madrid office.

Who we are

BDEO's mission is making the insurance and claim processes easy to the users and more efficient to the companies through an awesome AI visual SaaS technology.

Our product is based on Artificial Intelligence, Blockchain and Geolocalized Video Calls through a powerful combination that is changing the way the Insurance Companies interact with their users.

BDEO is here and so it is the digital transformation for Insurance.

The company is run by experienced and highly talented founders and has shown huge growth in revenues last year. They are backed by solid VC's and are one of the most promising players in the industry.

Our culture

- We are professional, ambitious, fresh and committed.
- We care for every member of the team.
- We extremely value the teamwork and the eager to learn and improve.
- We trust in our team.
- We want you to be the best professional ever, but we also want you to be happy because we strongly believe you can't be the best in your work if you don't live the life you want to.

Role and responsibility

- Contacting new leads in large or medium enterprises and initiate conversations via email, LinkedIn and calls following the sales process of BDEO.
- Developing an understanding of each prospective client's business needs and how BDEO can help with its solutions. The objective is to generate interest with well-qualified prospects and schedule first introduction meetings for the sales team.
- Leveraging the SDR toolset to work effectively, track activity, identify successes and become proficient in the *SaaS* tools used by top sales teams around the world.

Desired skills and experience

- Native level of Spanish and English for the SDR for the English speaking market and Native level of Spanish and fluent in English for the SDR for the Spanish speaking market
- 1-year work experience and/or relevant internships or University experience
- Full of energy - able and eager to handle high activity volume (calls & emails)
- Natural sales ability - enjoy making convincing arguments and overcoming the challenge of getting in touch with qualified prospects - a hunter mentality
- Excellent verbal and written communication skills and the ability to effectively articulate our solution's value proposition
- Experience with Salesforce is a plus!
- Bachelor's degree and some professional experience
- Winning attitude, competitive drive, ambitious and passionate
- We highly value people that have lived in more countries for at least 1-2 years.

This is a tremendous opportunity to join an exciting environment and be part of a fast-growing and ambitious company.

There are opportunities for international career progression within the organization.

Our Benefits

- Be part of a fast-growing company that wants to change the Insurance Industry
- Competitive salary
- Health Insurance
- Fruit & Coffee

Contract

Full time