



ACCELERATE YOUR FUTURE

..ZONTAL..

**Sales Development Representative (m/f/d)
Home Office**

ABOUT OSTHUS Group

OSTHUS Group supports teams in building a deeper understanding of how data can be used to strategically amplify enterprise value long-term. From integration management, analytics to archiving and purging, our team works with company stakeholders to transform enterprise data into high value digital asset. The Group consists of three companies at the moment: OSTHUS Services and two product companies: ZONTAL (e-Archiving and Lifecycle Management Systems) and LeapAnalysis (Federated Virtualized Semantically-driven Data Integration), both of which offer ground-breaking technology where none of its kind currently exist in industry.

ABOUT ZONTAL

ZONTAL space is changing the paradigm of data management by eliminating multiple informatics solutions from SDMS to transform data into interconnected information, on a global scale. ZONTAL provides a digital integration hub for massive-scale data sizes, allowing enterprises in Life Sciences and Regulated Industries to better manage their entire information lifecycle and improve digital preservation.

RESPONSIBILITIES

- Generating sales demand and pipeline revenue through outbound business development and inside sales efforts for the EU market
- Identify and qualify inbound and outbound generated leads through multiple channels
- Work within a defined territory to generate qualified leads and opportunities
- Contact prospective customers to develop business relationships
- Develop the initial sales cycle across a defined set of ZONTAL products & services
- Learn the full range of products and services and identify how these align to customer needs
- Communicate product knowledge and expertise to customers. Identify customer needs and recommend the appropriate products and solutions.
- Manage and track all sales activity in CRM
- Promote and remain up to date on software industry, new products, technology and service offerings
- Assist in the on-going technical education and development of the broader team
- Active Social Media presence on LinkedIn to build brand awareness, promote events, etc.

REQUIREMENTS

- More than 5 years of experience within the Life Sciences or regulated industry
- Bachelor's degree in Computer Sciences, Business Administration or similar
- At least one year experience in Sales Development / Business Development
- Experience in SaaS / Cloud Software Technology Sales or experience in Life Sciences Industry desirable
- Good communication and presentation skills
- Fluent in English and German (written and spoken)
- Experience with CRM or Document Management software systems (Salesforce.com, Hubspot experience is a plus) beneficial
- Community involvement, team player, or organizational leadership experience
- Willingness to travel

YOUR BENEFITS

- Attractive salary
- Medical, Dental and Vision benefits
- Life insurance, AD&D, STD, LTD
- 23 days PTO/Sick leave/Holiday
- Flexible work environment
- Diverse portfolio of tailored training, professional and personal development „measures“ offered by our in-house Academy
- Positive working culture including regular social activities...and much more!

HOW TO APPLY

E-Mail your résumé, your salary expectations and your desired starting date to career@osthus.com. Refer to “Sales Development Representative (m/f/d)” in the subject line.

Your personal contact: Ivonne Braun

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