



ACCELERATE YOUR FUTURE



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

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### RESPONSIBILITIES

- Qualification of leads from marketing campaigns as sales opportunities
  - Identification, development and opening of new business opportunities
  - Building long-term and trusting relationships with our customers
  - Client acquisition using various communication channels and methods
  - Identifying customer needs and recommendation of suitable products and services
  - Adaptation of product solutions to increase customer satisfaction
  - Presentation of our company to potential customers and business partners
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### REQUIREMENTS

- University degree in Marketing, Business Administration or similar
  - Professional experience as Business Development Representative, Sales Account Executive or similar
  - Practical experience with various sales techniques (including cold calling)
  - Excellent communication and negotiation skills
  - Sound knowledge of MS Office applications
  - Experience with CRM systems is preferred (e.g. Hubspot or Salesforce)
  - High level of written and spoken German and English skills
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### HOW TO APPLY

E-mail your résumé with salary expectations and desired start date to [career@osthus.com](mailto:career@osthus.com). Refer to "Sales – Business Development Representative (m/f/d)" in the subject line.

Your personal contact: Ivonne Braun

### OSTHUS Group GmbH

Eisenbahnweg 9-11  
52068 Aachen



Contact us:

+49 151 11435345

Also via WhatsApp!

**Find out more about our culture and your benefits on [www.osthus.com/career](http://www.osthus.com/career)**

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### 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 four companies at the moment: OSTHUS Services and three product companies: ZONTAL (e-Archiving and Lifecycle Management Systems), LeapAnalysis (Federated Virtualized Semantically-driven Data Integration) and Accurids (Distributed Reference and Master Data System), all of which offer ground-breaking technology where none of its kind currently exist in industry.