

## Business Development Representative (German Speaking)

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Company: Ziff Davis

Location: United Kingdom

Category: other-general

### Description

Position at VIPRE Security Group VIPRE Security Group is seeking a performance-driven, German speaking, Business Development Representative (BDR) with a track record of success building a robust pipeline of qualified B2B leads. The BDR is responsible for qualifying leads that are sourced through a combination of inbound marketing campaigns with outbound prospecting. This role requires a hunter mentality and close attention to detail. The BDR will collaborate with both marketing and sales team members to help qualify their targeted accounts. The BDR is required to keep strong notes in a fast-paced environment to achieve Quarterly and Annual Sales Qualified Lead (SQL) targets. The position reports to the Director of Business Development and may be assigned tasks outside these duties in accordance with company business plans and strategic goals. **DUTIES &**

### **RESPONSIBILITIES:**

Handle inbound calls/chats/contact request forms

Contact potential clients through cold calling & email campaigns

Qualify leads from marketing campaigns as sales opportunities

Identify client needs and explain the value of VIPRE solutions

Proactively seek new business opportunities to qualify

Work to build and nurture prospect lists for campaigns

Strategize target accounts with members of the Sales Team

Set up meetings or calls between (prospective) clients and the Sales Team

Report to the Director of Business Development (weekly/monthly/quarterly) results

Stay up-to-date with new products/services and new industry trends

Meet SQL and revenue targets

**EDUCATION, KNOWLEDGE AND SKILLS:**

Two or more years of experience in a business development role, with a track record of exceeding lead targets

Strong communication skills via phone and email

Proven, creative problem-solving approach and strong analytical skills

Strong desire and ability to move up within a sales organization

Proficiency with Salesforce, and other CRM tools preferred

Experience using AI tools to generate outbound prospecting lists is a plus

Experience in cybersecurity or eLearning solutions is a plus

**Our Commitment** We're trailblazers that dream big, take risks, and challenge cybersecurity's status quo. It's simple: we can't accomplish our mission without diverse teams innovating, together. VIPRE Security Group is an equal opportunity employer. We celebrate diversity in our workplace, and all qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or other legally protected characteristics. #LI-Remote#VIPRE

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