EVOLUTION OF TECHNOLOGY

ZETA is a globally active solutions provider that supports pharmaceutical and biotech companies in bringing vital medicines – such as insulin, infusions, and cancer treatments – to market faster and more efficiently. As an innovation leader, we combine technical expertise with digital excellence, covering everything from planning and construction to automation and qualification of customized process systems. In addition, we take on full responsibility for complex projects as an EPCMV partner, drive digital transformation, and develop sustainable strategies for decarbonization.

Outbound Sales Representative (m/f/d)

Location: Hallbergmoos / Dortmund }

Employment: Full-time employee

Entry date: **As** of now



Your tasks

- To strengthen our sales team, we are looking for a dedicated Sales Development Representative (SDR) for the German-speaking region to help us qualifying new customers and establish contact with their decisionmakers. You partner with our local Account Executives to build and implement an effective sales pipeline.
- Approaching potential customers through various channels such as cold calling, email campaigns and social media
- Building and maintaining relationships with potential customers and decision-makers
- Scheduling meetings, video calls and demonstrations for our account executives and subject matter experts
- Follow up customer contacts and maintain the future touch-points
- Maintain accurate records of all sales-related activity in our CRM system
- Collaborate with the marketing team to develop effective lead generation strategies

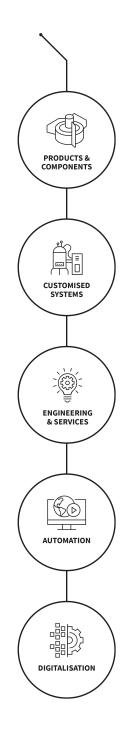


Your profile

- Several years of professional experience in sales
- Excellent communication skills to effectively communicate with potential clients
- Self-motivation to exceed sales-targets and push themselves to achieve more
- Organizational skills to keep track of multiple leads, prioritize tasks and manage time effectively
- Persistence to not give up easily when faced with rejections, objections or setbacks
- Team player to ensure account executives and team members are correctly informed and prepared to close deals
- Positive attitude to handle stress and pressure in a competitive sales environment
- Travel is only required to a limited extent (5-10%)

Under the motto "Let's Engineer Your Career Together" we are looking forward to receiving your meaningful application!





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