

# EVOLUTION OF TECHNOLOGY

The biopharmaceutical market is showing high growth rates and production capacities for the manufacture of high-quality drugs are being built up worldwide. In this challenging environment, the ZETA Group has established itself as a reliable and globally active engineering partner. ZETA designs, builds, automates and qualifies equipment for aseptic liquid production processes in the biotech and pharmaceutical industries. Biopharmaceutical agents such as anticancer agents, insulin, vaccines, infusions and the like are produced on these highly complex "tailor-made" plants. As an international, fast-growing company, ZETA relies above all on its dedicated employees.

## 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 decision-makers. 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

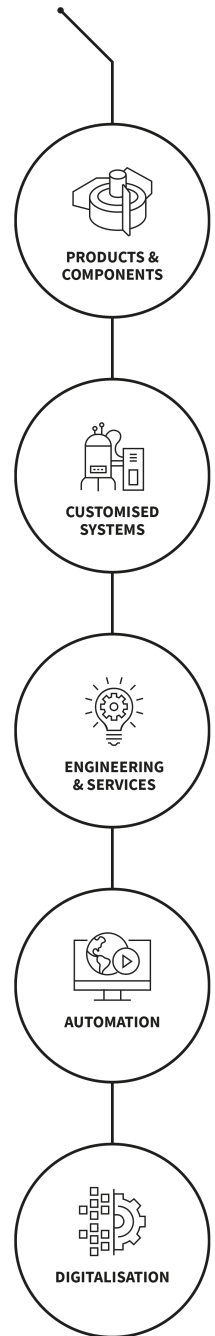


### Your profile

- 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!

Apply now and become part of the ZETA-Team!



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