

Sales Development Representative (SDR) – Netherlands.

About us:

Contexta360 is a double-digit growth company based in Amsterdam. We are a team of highly skilled software developers, computer scientists, product marketing specialists with a passion for artificial intelligence, speech2text and natural language understanding.

Contexta360 builds speech analytics solutions to help enterprises transform service, performance, revenue and CX. Our AI-driven speech intelligence is designed for organisations seeking to know and serve their customers better.

What we offer:

- The opportunity to work in a team of passionate, diverse and highly driven software developers, sales and product marketing professionals. We work hard, and live for what we do: disrupting the world of speech analytics
- A tech start-up experience with a flat hierarchy and the opportunity to make an impact
- Our headquarters are in the most beautiful area of the famous Amsterdam Canal District
- Remuneration - €30,000 + Bonus Program OTE €50K

Overview:

Contexta360 specialises in speech analytics and conversational intelligence and has an exciting opportunity for a dynamic and experienced SDR to join our dynamic team. This permanent position is well suited to an individual that is looking to develop their career into a field sales role.

Ideally with strong inside sales experience and track record in a technical B2B company within the voice analytics, call centre or business 'digitisation' technology sectors. The individual will have a proven track record in building data strategies for the target market, social media skills, discovery call engagement and lead follow up.

Hands-on experience, player manager skills and 'self-motivated' attitude are essential in Contexta360's thriving and supportive workplace.

Heading up the SDR and data strategy function, this person will be responsible for two phases of our client engagement, namely:

1. Building the target list of companies, key employees and current technology in place.
2. Lead follow up from marketing automation for initial qualification.

Responsibilities will include:

- Profiling target companies
- Connecting with prospects and suspects, building an active portfolio of contacts and their technology requirements
- Tracking key metrics
- Social media program and outreach (our content)
- Connecting to other social media to connect C360 to thought leaders

Qualifications:

- Experience is critical – the candidate must have a proven history as an SDR
- The candidate must come from a SaaS B2B background
- Ideally with contact centre, CRM, CX and or voice analytics and process automation industry experience
- Good process and documentation skills
- Excellent communication skills

Please apply to: andrew.white@contexta.com with your CV and contact information.