

visplore

Visplore (<https://visplore.com>) is a software start-up in self-service analytics of time series data from technical processes and assets. We empower users such as process and maintenance engineers to make data-based decisions and optimizations. Numerous enterprises in manufacturing and power supply worldwide are using Visplore for boosting their digital transformation towards more sustainable processes and reliable asset usage. We are located in central Vienna, Austria, and backed by multiple venture capital investors. For helping us grow our customer base, we would like you to join our team as a

Sales Development Assistant (m/f/d) in Industrial Data Analytics

As part of our supportive team of 22 talents, you will use your skills in researching and contacting prospects at potential customers in manufacturing and energy to feed our sales pipeline. **You may work part time (24h/week or more) or full time (38.5h/week).**

What you will do

- Prospecting: You will identify potential leads for outreach by sales development managers
- You will research the background and contact of potential leads for personalized outreach
- Sometimes, you will initiate the contact with prospects via emails and LinkedIn
- You will update and maintain accurate records in the CRM system (Hubspot)
- A close collaboration with your sales colleagues will help you build up your sales expertise
- Depending on your interest and performance, an expansion of your sales role towards more active outreach and development into sales management is possible

Who you are

- You quickly understand roles and personal profiles of target customer personas
- You have first experience in using sales tools, CRM systems, or similar technology
- You have strong communication skills
- You are resilient, persistent, and willing to learn
- You are characterized by an organized and reliable way of working
- Experience with LinkedIn Sales Navigator is a big plus
- German, Spanish, Portuguese or French is also a big plus, but not a requirement
- You are an EU citizen or have a valid work permit in Austria
- You are willing to move to Vienna

Why you will love working at Visplore

- Cooperative startup atmosphere in an international team
- Highly interesting customers and leads in world-leading industrial enterprises
- Central, easy to reach working location in Vienna, one of the most livable cities in the world
- Uncomplicated and transparent communication culture
- Possibility to grow your position based on your results the further growth of the company
- Flexible working times, partly home office possible (optional)
- Monthly company events and team activities, games, table soccer, branded hoodies 😊, ...

We offer a fixed annual gross salary of at least 38.000€ (for 38.5h/week, 5 weeks paid vacation/year) and a performance-oriented bonus scheme.

Contact

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