

## Sales Development Representative (m/f/x)

Stuttgart, Munich, Hamburg, Berlin, remote

SPARETECH is the SaaS platform that enables manufacturing companies to digitalize their processes around spare parts. We believe that spare parts can be available at any time without being stored in inventory. Join us to make this shift in the industry reality.

### We offer you the opportunity to:

- be responsible for the strategic development of the outbound marketing setup
- identify and develop target customers in the target markets and industries of Automotive, Food and Pharma to build up a sales pipeline with opportunities for our SaaS solution
- take over the hunting and the outreach for new clients by leading cold calls, mailings as well as social media campaigns and first customer meetings
- further automate and improve internal processes and quality standards
- to inspire customers with our innovative software and rethink the digital spare parts world

### Become part of our team if you:

- are an open-minded personality who loves to interact with potential customers
- love to be a hunter who takes every challenge and never gives up
- possess a strong analytical mindset and your daily work is guided by a structured and goal-oriented approach
- communicate confidently in German and English with business partners on various hierarchical levels and demonstrate an engaging demeanor
- have a final apprenticeship or university degree in Industrial Engineering, Economics or similar
- nice to have: have good knowledge of the industrial spare parts industry and SaaS

### You can expect:

- a remote-first company, where you can decide every day whether you work from home, at our headquarters in Stuttgart or at one of our [Design Offices](#) in Germany
- a permanent contract
- the possibility to continue working with us after you graduate
- the hardware you need to work
- in Germany: A subsidized [job bike](#) to escape city traffic and a QualiTrain gym membership to stay active
- a dynamic start-up atmosphere and an international team in which new ideas, creative approaches, and cooperation at eye level are valued

# SPARETECH

At SPARETECH, we believe in equal opportunities for every human. No matter where you are from, what you think, what you believe in, what gender you are, or who you love.

You can apply in either German or English, Anja-Maria (HR Manager) is looking forward to hearing from you!