



**TechGDPR**

## Job Offer

TechGDPR is looking for a full-time, permanent

# Sales Development Representative (m/f/x)

Based in Berlin, Germany

TechGDPR is a boutique consultancy company, supporting leading technology companies with their **privacy**, **data protection** and **GDPR compliance**. Through assessments, workshops, training and appointment as Data Protection Officer we pride ourselves in offering an unprecedented service level and quality hands-on and strategic consulting for our clients in all areas of technology: ecommerce, video streaming, distributed (blockchain) technology, healthcare, artificial intelligence, fintech, cryptocurrency, hardware and more.

### Job Description

We are looking for a Sales Development Representative (Client Advisor) to engage with prospective clients for our data protection, privacy and compliance consultancy to help them find the best service package and convert them into new clients. The role takes responsibility for our full sales cycle, from responding to leads and developing proposals to closing the deal and managing follow-up sales opportunities. While many of our sales processes are established, we are looking for someone to take ownership of them and improve them as needed. We foresee healthy growth opportunities for the right candidate. Having or developing a solid understanding of the requirements of GDPR compliance is required to be successful in this role.

### Job Objectives

#### Sales development

- Leading prospects through a better understanding our services,
- Finding the best way we can support our prospects and existing clients, putting together plans, proposals and service offerings for them with support from our consulting team.
- Identifying new business opportunities and exploring them.
- Developing outbound sales opportunities in a GDPR-compliant manner.
- Responding to inquiries on our website related to our service offering.
- Organise and run lead calls, bringing in additional team members where needed.

- Develop and deliver proposals for prospects in appropriate formats to drive conversion.
- Leading bid responses for public tenders and grants.
- Prepare client contracts and order forms from templates for signing by new and existing clients.
- Ensure professional follow up with prospects to drive conversion and signed contracts.
- Contribute to improving the sales processes and their documentation.
- Keeping the CRM/ERP sales pipeline and customer/opportunity/lead data up to date and providing regular sales reporting to management.

### **Account management**

- Ensuring client account management and project management for a number of clients, supporting the consulting operation and driving follow up engagements.

### **Developing the consultancy**

- Contributing to the visibility and promotion of the company by publishing articles, through social media and by seeking and accepting speaking opportunities.
- Contributing to innovation and development of new services and products to support our clients and increase revenue.
- Contributing to operational and knowledge excellence, ad hoc with colleagues and during dedicated and structured improvement meetings.
- Creating reusable tools, templates and resources for clients and to facilitate collaboration with colleagues.

### **Success factors**

- Customer satisfaction and communication: building trust relationships with new and existing clients.
- Euro-value of new business brought in.
- On time and in-budget project and task management: on-time delivery, punctuality, meeting deadlines.
- Innovation brought to the team and contributions to optimising systems and processes.
- Team collaboration, in particular contributing with knowledge and skills.

### **Skills and experience**

- 2+ years of **demonstrable success** selling to SMEs and enterprises, ideally in the field of IT, cybersecurity, services or compliance.
- A solid understanding of the GDPR, cybersecurity and data management.
- Ability to communicate on c-level with c-level (CTO, CEO) and other stakeholders.
- Excellent understanding of common internet related technologies, including cloud, microservices networks and systems architecture, and a good understanding of deep tech & web 3.0 technologies (e.g. blockchain, AI, IoT).

- Fluency in English, and ability to communicate professionally and articulately in written and spoken form, including presenting for groups along with the ability to describe and record security findings for non specialists to be able to relate to documents.
- Experience in stakeholder expectation management.

### **Preferred qualification and experience**

- IAPP's CIPT or CIPP/e certification or willingness to acquire them in the first three months of starting.
- Professional communication skills in another language, preferable in German.
- Consulting, team leadership and/or project management experience.

### **Your benefits**

- Work with and learn from cutting edge, innovative and fascinating clients from all corners of the world and all sorts of industries (e.g., blockchain, IoT, AI, software development, Fintech, retail, NGOs, ...)
- Flexible work-from-home policy, combining your presence in our office with the possibility of working from home (after an initial period of working from the office with the team).
- Join a small, diverse, dedicated, friendly and collaborative team.
- The chance to join a young company, growing with it as it grows. You are given responsibility from day one and are expected to seize opportunities to take on more over time.
- A company laptop running Windows/macOS/Linux - as you prefer, with the software you need.

Start date June 2022, to be confirmed.

### **How to apply**

Please send your CV attached to an email with a brief and articulate substantiation of your application to [hr@techgdp.com](mailto:hr@techgdp.com). We encourage you to apply, even if you don't fully meet all the criteria. We will review applications on a rolling basis, and will have 2 to 3 rounds of interviews with you, including a skill and communication challenge.