

Inside Sales / Lead Generation Expert

Most wanted: analytical sales personality with a can-do attitude. Are you on our List?

Are you a hungry sales personality with appetite for more? Do you love identifying sales opportunities and achieving ambitious sales targets? Do you think like an entrepreneur and want to accelerate the success of our company? Then join our crew and drive it's growth!

Wealthport's artificial intelligence (AI)-driven Software-as-a-Service helps businesses reduce manual work in data management by 20x, speed up time-to-market by 90% and increase revenue up to 10%. Wealthport makes this possible by radically improving data quality—automating the data preparation process, from data integration to transformation and enrichment.

Discover how we get data back in shape at www.wealthport.com.

Challenge Accepted!

- Drive all lead generation activities, from market research to lead identification, customised email campaigns and first customer experiences
- Be the first touch-point for our future customers and their key contacts
- Identify and develop a sales partner network and technology partnerships
- Identify customer needs and applications for our data preparation service
- Track, measure and analyse sales funnel performance with maximal automation
- Closely work together with Wealthport's sales team and external companies

Your Trump Cards:

- Minimum of 2 year of experience in inside sales / junior sales or business development roles with high initiative and an affinity to software and data in an enterprise context
- Excellent oral and written communication skills with high persuasiveness and a feeling for customer needs
- Strong market development, business development and lead generation skills
- Proficient in office software (Excel, Powerpoint) with a flair for modern sales tools
- Native German and excellent English language skills, French is a plus
- Thinks big, gets things done, has fun and loves working with a high impact team!

As part of our dedication to the diversity of our workforce, Wealthport is committed to equal employment opportunity without regard for race, colour, national origin, ethnicity, gender, disability, sexual orientation, gender identity, or religion.

This is a full time position based in our office in Zurich/Schlieren. Send us your documents today, we are looking forward to hearing from you.

The Wealthport Crew

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