



Apicbase – Sales Development Representative

Who are we looking for?

Who Are We?

At the forefront of innovation, we are a rapidly expanding scale-up dedicated to revolutionizing the restaurant and catering industry through our cutting-edge software solutions.

Our mission?

To empower our incredible clients to master their food & beverage management, from seamless order processing and inventory management to food cost calculation and allergen display. We're not just a service; we're an essential partner in our clients' success.

Your Role:

- Inbound Lead Mastery (80%): Dive deep into inbound leads from marketing campaigns, interpreting intent data to truly understand and address customer pain points and struggles.
- Strategic Lead Engagement (10%): Proactively reach out to prospective clients, sparking excitement about how our software can transform their business.
- Innovation and Growth (10%): Drive your own lead generation initiatives and contribute to process improvements, setting the stage for our collective success.
- You're the bridge to our external sales team, crafting opportunities for deeper engagement. Your success is measured by your ability to engage with leads and your weekly activity metrics.

Who are you?

- Educational Background: Bachelor's or Master's degree holder, welcoming recent graduates to jumpstart their careers with us.
- Commercial Acumen: A natural flair for persuasion and negotiation
- Language Skills: Fluent in English, with proficiency in Dutch, German, French, or Swedish as a strong advantage.
- Customer-Centric: A keen listener who understands the importance of identifying customer needs and building trust.
- Tech-Savvy Enthusiast: Passionate about new technology and adept at sharing this excitement with clients.
- Adaptable Learner: Open to continuous learning and development, thriving under pressure and eager for personal and professional growth.

What do we offer?

What We Offer? A Path to Success!

- Empowering Environment: A dynamic role in a successful, growing scale-up, surrounded by a passionate

and supportive team.

- Comprehensive Training: Extensive sales training to ensure you're well-equipped to succeed from day one.
- Career Development: Ample opportunities for growth and advancement within the company.
- Rewarding Experience: A competitive salary with growth potential, extra benefits

Ready to Make an Impact?

If you're driven by the desire to make a tangible difference in the restaurant and catering industry and are excited to embark on a rewarding career path, we'd love to hear from you! Join us in building the future of food & beverage management, where your work directly contributes to our clients' success. Apply now to become a part of our journey to excellence.