



## 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.