

Poland Jobs Expertini®

Sales Development Representative (POLAND)

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Company: Equiem

Location: Poland

Category: other-general

Who we are

The landscape of commercial property is undergoing a seismic shift, and **Equiem** is at the forefront of this transformation. **Our mission is clear to humanize the built world through innovative technology that truly understands people's needs.**

Smart property owners recognize the importance of **customer engagement** and **data-driven insights** to **predict and minimize the risk of tenant turnover**. Equiem's groundbreaking platform is specifically designed to address the challenges facing commercial real estate today.

Trusted by over **150 leading real estate organizations**, Equiem is currently active in more than **145 million square feet of commercial buildings** globally. With over **300,000 users across 800 buildings** spanning **25 countries**, our platform boasts an impressive customer **Net Promoter Score (NPS)** of over **55%**.

What you'll do

As a BDR you'll be the first point of contact for prospective customers and you'll act as an ambassador for the company reaching out to senior decision makers in the commercial real estate industry.

In particular you'll be;

Prospecting

Cold calling/emailing

Account mapping

Coordinating meetings with prospects

Within this role you'll work very closely with the sales lead for DACH and you'll support each other to make a success of our new business campaigns for the region.

This is a B2B role.

Requirements

What you'll need

Fluent in both English and German (business standard).

The ability to self motivate

A desire to learn and a passion for sales

Highly organised with an analytical mindset.

To be a real team player

Self belief

The ability to take feedback and learn from your mistakes

Boasts outstanding communication skills.

Additional European languages would be an added appeal to us.

Benefits

What's in it for you?

In return, we offer a fun, cohesive and flexible working environment with a team that thrives on achieving the ambitions we aim for, plus :

Uncapped comms

Opportunities to grow your career in a global company

Collaborating with a diverse team of brilliant minds to solve complex problems.

Innovate, iterate, and bring bold ideas to life.

Private Health Insurance (Medicover)

Heavily subsidised Multisport Card

23 days of paid break from service provision

Additional day - off: Wellbeing Day

Participate and be recognised with our Q Awards

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