

Job Title: Sales Development Representative (m/f/d)

HRS AS A COMPANY

HRS is reinventing the way businesses and governments work, stay and pay in today's dynamic global marketplace. HRS' advanced platform technology is extending its reach beyond hospitality to meetings, office space management, payment efficiency and crisis recovery.

Beyond cost savings in the global post-pandemic economy, HRS clients gain from an unrivaled focus on essential aspects including safety, security and satisfaction.

HRS is also recognized for its award-winning Green Stay Initiative, technology that helps corporate hotel programs achieve their NetZero targets, and its groundbreaking Crew & Passengers Solution, which leverages automation to elevate experiences for air and rail operations.

Founded in 1972, HRS works with 35 percent of the global Fortune 500, as well as the world's leading hotel chains, regional hospitality groups and payment providers.

BUSINESS UNIT

With a strategic roadmap our global sales organization is able to ensure the highest level of consulting, delivery and operational excellence. Furthermore, the kind of top level standards is ensured by applying the global standard methodologies and data-driven quarterly business reviews (QBR) with the clients.

POSITION

The Sales Development Representative (m/f/d) is responsible of the fulfillment of the first 2 stages of the sales funnel: Leads Identification and Leads Qualification and can also support the Opportunity Qualification. The position is mission critical in order to create a pipeline of opportunities duly qualified with relevant insights on the corporates, which will enable a better overall funnel velocity and a better conversion rate. This position's holder will make desk's research and have the first direct interaction with leads, granting a strong compliance to the global standard sales methodology, crm usage and cooperation with PAY and WORK Bdm. In essence the success of the BDM team will depend on the accomplishments of the positions' holder. The Sales Development Representative reports into the Director Sales Steering and has functional interactions with the SVP Global Sales, the country's Managing Director and Director of Sales.

CHALLENGE

- Lead identification: perform research on customer websites, databases or other open data sources, study company's behavior and interest and identify a contact person
- Lead qualification: through cold calling, establishing a contact with the lead and proceed with qualification according to the BANT (Budget, Authority, Need, Timing)
- Upload all the mandatory and optional information for a successful qualification in CRM
- Prepare a briefing for the BDM Stay according to the company's standard
- Coordinate and exchange with BDM PAY and WORK to get additional qualifying info and/or leads
- Analyze the root cause of successful and unsuccessful qualification process in order to submit proposal of process' enhancement
- Analyze the funnel performance to support the prioritization' matrix enhancement
- Participate and contribute to the loss/won prospect opportunities' analysis
- Support a constant fueling of the pipeline with new qualified leads

FOR THIS EXCITING MISSION YOU ARE EQUIPPED WITH...

- A Bachelor Degree and/or above
- At least 2 years of experience in consultancy or market research/analysis
- Strong analytical skills, being able to deep dive into facts and figures to get relevant insights
- Ability to perform extensive research about company's trend, orientation, goals, performance, stakeholders, by scouting different data source, social networks, annual financial reports and by interacting with partners in the PAY, WORK, SUPPLY business units.
- Strong empathic and active listening skills to ensure a quick connection with corporates' contact people in order to get their interest and exchange informations
- High flexibility combined with strong logical cognitive ability and excellent interpersonal skills
- Pronounced enthusiasm, commitment, and assertiveness

- A structured, independent, data driven and goal-oriented working style - focusing on fast and flawless execution
- Fluency in English, both spoken and written

PERSPECTIVE

Access to a global network of a globally united and mutually responsible “Tribe of Intrapreneurs” that is passionately dedicated to renew the travel industry and while doing so reinvent the ways how businesses stay, work and pay.

Our entrepreneurial driven environment of full ownership and execution focus offers you the playground to contribute to a greater mission, while growing personally and professionally throughout this unique journey. You will continuously learn from a radical culture of retrospectives and continuous improvement and actively contribute to making business life better, smarter and more sustainable.

LOCATION, MOBILITY, INCENTIVE

The attractive remuneration is in line with the market and, in addition to a fixed monthly salary, all necessary work equipment and mobility, will also include an annual or multi-year bonus.