

Sales Development Representative (100% remote)

Permanent employee, Full-time · Remote

The basics

Giant Swarm is an expert in managing the Kubernetes infrastructure for enterprises, so they can deliver digital products to the market rapidly and reliably and grow their revenues. As modern software development becomes key for most companies, this is a fast growing market with great opportunities for us to expand.

Therefore, we are looking for a Sales Development Representative (m/f/d)

Sounds quite techy - true, but don't worry, we don't expect you to initially understand any of it ;) We'll teach you everything you need to know and there is always a helping hand to explain the tech part and take over once the conversation goes into too much detail.

Your job

- ✓ You'll become the first face of Giant Swarm that people will get to know. You'll lead the initial outreach to targeted enterprise accounts across Central Europe.
- ✓ You will generate new qualified opportunities through a mixture of calling, emailing, and social media outreach to schedule meetings with Account Executives and Founders .
- ✓ You will identify new targets and get them more engaged in our own community. You'll use your experience to successfully fill our events with target contacts.
- ✓ You will input, update, and maintain daily activity and prospect information in our CRM (Hubspot).
- ✓ You'll be part of our sales and marketing team of seven people, working hand in hand with Franz (our Account Director) and Henning (our CEO) but you'll connect daily with the whole team.
- ✓ You'll be able to go beyond the scope of your work and join related working groups, depending on your personal preferences.

Requirements

- ✔ You need to be self-confident and even though we don't expect any deep tech knowledge, being interested in the tech side of things does help a lot ;) You have 5+ years of outbound sales experience within a B2B tech company.
- ✔ This is a 100% outbound focused position, so you love engaging people in conversations, you enjoy picking up the phone and calling people you've never talked to before.
- ✔ Where others might see this role as a stepping-stone into sales, you enjoy this part of the sales cycle most as you understand how crucial it is to develop new business. And this is exactly the importance we give this role :)
- ✔ Getting things done and data crunching' is a crucial part of your job. Following and creating good and structured workflows to manage our growth is equally important.
- ✔ And as we are a fully remote company (yes, even before Corona), you're happy to work virtually and hop on video calls daily - being self-organized is key with this.
- ✔ You're fluent in German and English both orally and in writing. Many of our customers are German but our company language is English so you'll need both languages on a daily basis.
- ✔ We (and our customers) are currently mostly distributed around Europe, therefore you should be located somewhere in Europe.
- ✔ This role can also be done on a part-time basis (min. 20hours per week) and you define your own schedule according to whichever model works best for you.

Why we think this job is worth applying for (challenge us!)

Impact, Impact, Impact! We are a remote-first organization with a growing team from 20+ European countries. Every new team member changes the team. This is great! People who know things we don't are highly welcome.

"It's easier to ask forgiveness than it is to get permission" (Grace Hopper) - sure, it's not 100% like this, but we have a strong culture of failure which, is part of our agile mindset. We don't do things according to guidebooks. You can try things out! Our default to 100% transparency will help you here.

We play a key role in our customers' digital transformation. We have been in this ecosystem from the get-go and as part of the CNCF family, we feel at home in the community. As a part of Giant Swarm, you will also join this extended family.

Interested? Questions? Coffee? Contact Larissa (Larissa@giantswarm.io) or apply directly!

Why Giant Swarm?

We like to give you a glimpse of how working with us is like:



Self-organization

Creative work needs freedom and openness. We encourage you to do your work wherever and whenever you want. We expect passion and encourage sustainability. If you need rest, take it. We don't count holidays - but we are also aware that this combined with remote work can also lead to working too much. So we encourage you to take holidays and help you to manage the freedom and flexibility.



Teamwork

We are a growing company with team members distributed all over Europe and plans on expanding to the US. Our ambitious goals are only achievable as a team. Everybody's input is highly welcome and appreciated. Although sometimes rules and processes are necessary, we try to keep them as lean as possible. Always question the status quo and find new ways of collaboration and teamwork.



Learning

Learning is mandatory and fun at the same time. If you realize you want to expand your knowledge in a specific area, we support you with conferences, books etc.



Basics

We offer fair (transparent and open) salaries with benefits like choosing your own laptop, additional perks (for example, a location-aware, fixed amount paid each month to cover costs like co-working, phone contracts or gym memberships), paid parental leave and healthcare compensation are compulsory. And you will participate in our stock options program. Currently, our team members have more children than we are employees. So family-friendliness is a must.

What we offer on top

- Choose the hardware you like the most!
- Family first - we have almost more kids than employees!
- Join our team at conferences all over the globe! (When they happen again)
- Internal Hackathons - we love to challenge ourselves!
- Personal development talks at least twice a year
- 2 Off-Sites per year (check our photos on [Instagram](#) - currently also done virtually due to pandemic)!

We are not hiring job descriptions. We hire humans. :) We welcome applications from everybody, regardless of ethnic or national origin, religion, gender identity, sexual orientation or age.