

## Sales Development Representative

**Company:** Founderhood, in collaboration with Startup Greece

At Founderhood, in collaboration with Startup Greece, we aim to accelerate the progress of the human race by providing to every early-stage tech startup founder, everywhere, access to a global online innovation ecosystem.

### **Position Overview:**

Our SDR team is Founderhood's face to the world. We get what our engineering team has developed, the strategy from our founding team and we spread this to the world. We provide innovation program organizers around the globe a unified platform where they can consolidate all their program operations, advance their virtual community offerings and scale up to meet the global virtual innovation ecosystem needs.

- Are you a self-starter with a determination to succeed? Do you like solving problems and waiting for a new challenge? If you answered yes to any of the above, apply and join our team as a Sales Development Representative (SDR).
- As an SDR, you will play a pivotal role in our dynamic B2B sales team, collaborating with the Business Development Representative to set up meetings and expand our portfolio with companies and organizations across the globe. This role demands a creative professional who can excel both independently and within a team.

### **Key Responsibilities:**

- Identifying new business opportunities.
- Conducting industry segmentation and market validation analysis.
- Implementing the pre - sales plan in alignment with key performance indicators.
- Support the sales process end-to-end.
- Following up with inbound and outbound leads

### **Qualifications:**

- Fluency in English; proficiency in additional languages is a plus.
- Advanced knowledge of MS Office, with an emphasis on Excel.
- Proficiency in Google Suite, regularly used in our daily operations.
- Strong project management and time management skills.
- Meticulous attention to detail and sense of ownership.



- Problem-solving abilities and the capacity to work effectively under pressure.
- Effective communication skills, including the ability to ask the right questions and be an attentive listener.
- A genuine passion for technology and startups.

**Desirable, though not mandatory, skills include:**

- Prior experience in a Sales Organization.
- Previous work as a Sales Development Representative, Account Executive, or Customer Support in a SaaS startup.

**What We Offer**

- A flexible work schedule.
- Participation in our events and meetings.
- Constructive feedback and a personalized growth plan.
- A comprehensive training program and onboarding process.
- Inclusion in our multicultural team.
- The opportunity to contribute to global innovation.

If you have the passion and a willingness to learn, we encourage you to apply, even if you don't meet all the listed criteria.

At Founderhood, in collaboration with Startup Greece, we prioritize "Diversity and Inclusion" in everything we do. We are dedicated to providing "Equal Employment Opportunity" regardless of race, color, national origin, ethnicity, gender, age, disability, sexual orientation, gender identity, or religion.

Learn more about Founderhood at [www.thefounderhood.com](http://www.thefounderhood.com). To stay updated with the latest from Founderhood, follow us on LinkedIn, Instagram, and Facebook.

**You can apply now [here!](#)**