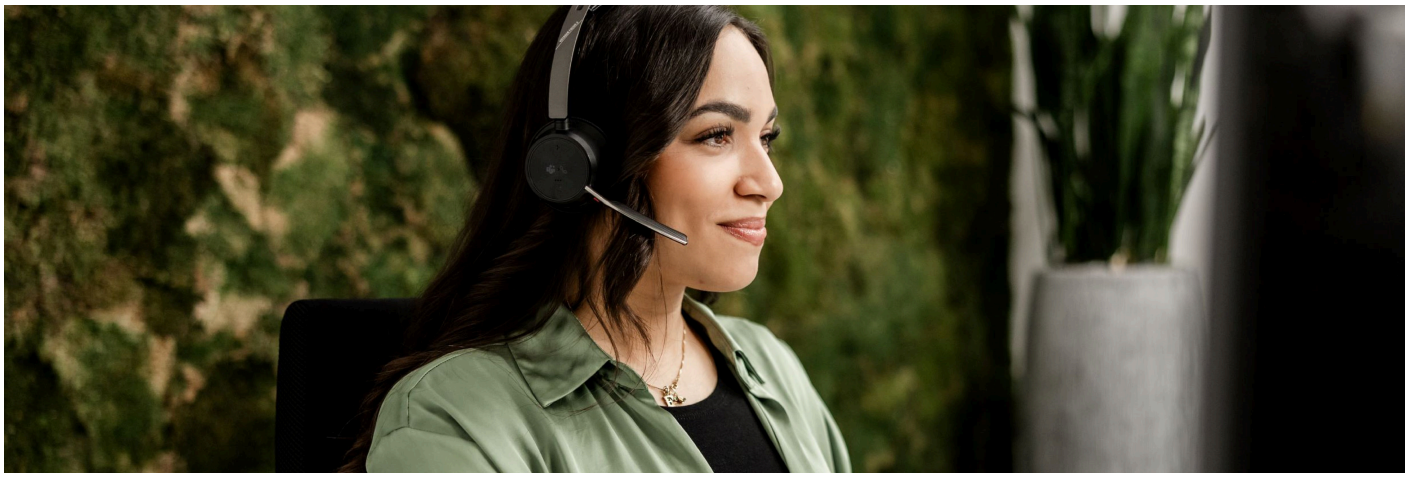


Senior Sales Development Representative (m/w/d) UK Market

We are looking for a highly strategic and hands-on Senior Sales Development Representative remote or at our HQ in Nuremberg to help drive Ingentis' international growth with an initial focus on the UK market.

Ingentis is a specialized software provider for Organizational Analytics and Design, Org Visualization, and workforce-related organizational insights. We strengthen the Organizational Performance of companies by helping them become more performance-oriented, adaptable, and future-proof. This happens seamlessly and in real time, enabling continuous transformation and rapid response to disruptions allowing people to perform at their best.

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Roles & Responsibilities

- Build and develop a strong pipeline of qualified enterprise opportunities across the UK market through proactive outbound prospecting.
- Identify and prioritize target accounts using account-based prospecting methodologies.
- Conduct in-depth research into organizational structures, HR environments, and business transformation initiatives to personalize outreach.
- Execute multi-channel outbound campaigns across email, LinkedIn, phone, and event follow-up activities.

- Engage and build relationships with senior stakeholders across HR, HRIT, IT, Operations, and Transformation functions.
- Qualify opportunities through effective discovery conversations and ensure seamless handover to Account Executives with comprehensive account context.
- Collaborate closely with Marketing, Account Executives, and Partnerships to coordinate strategic account engagement and maximize pipeline generation.
- Maintain accurate pipeline, activity, and account data within Salesforce and related sales engagement platforms.

Long-term development opportunity (within 1–2 years):

- Contribute to the evolution of Ingentis' international SDR organization by sharing best practices and supporting the continuous improvement of outbound strategies.
- Support the development of scalable SDR processes, qualification standards, and operational frameworks as the international team continues to grow.
- Take ownership of selected strategic initiatives and mentor future SDR team members as the organization expands.

Qualifications

- 3+ years of experience in SDR, BDR, Account Development, or outbound enterprise SaaS sales roles.
- Native or business fluent in English, German and French are a plus
- Experience operating within account-based prospecting and enterprise sales environments.
- Proven ability to engage senior stakeholders within HR, HRIS, IT, Operations, or Transformation functions within enterprise organizations
- Experience managing multiple strategic account initiatives simultaneously.
- Strong written and verbal communication skills across email, LinkedIn, and phone outreach.
- Experience with Salesforce and modern sales engagement tools such as Outreach, Apollo, Salesloft, HubSpot, or similar platforms.
- Experience contributing to outbound processes, SDR operations, or sales development frameworks is strongly preferred.
- UK market experience or international outbound experience is a strong plus.

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If you have questions regarding the position, you can reach out to our Recruiter Marcel Aflatoon via marcel.aflatoon@ingentis.com.

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www.ingentis.de

Mach dir deinen eigenen Eindruck von Ingentis auf https://www.ingentis.de/