



Head of Sales Development Representative (m/w/d)

We are looking for a highly strategic and hands-on Senior Sales Development Representative 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

- Help shape and further develop Ingentis' international SDR organization with an initial operational focus on the UK market.
- Contribute to the development of scalable SDR processes, outbound frameworks, qualification standards, and operational best practices across international markets.
- Collaborate closely with Sales and Marketing leadership to support the future growth and scalability of the international SDR function.
- Partner closely with Marketing, Account Executives, and Partnerships to execute strategic account engagement plans across the UK market.

- Identify and prioritize enterprise target accounts using account-based prospecting methodologies.
- Conduct targeted research into organizational structures, HR environments, and business transformation initiatives.
- Build personalized outreach across email, LinkedIn, phone, and event follow-up activities.
- Engage senior stakeholders across HR, HRIT, IT, Operations, and Transformation functions.
- Qualify opportunities and coordinate smooth handovers to Account Executives with complete discovery and account context.
- Maintain accurate pipeline and account data within Salesforce and related sales engagement platforms.

Qualifications

- 5+ 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.

Benefits

- Flexible Working Hours
- Up to 32 days of annual leave

- Corporate Benefits
- Tax-free benefits and mobility allowance
- Remote friendly (50%)
- Modern office spaces with height-adjustable desks
- Choice of a company car, bike leasing, or occupational pension scheme
- Regular company events and social activities, including table football, billiards, and sports
- Complimentary soft drinks, coffee, fresh fruit, chocolate, ice cream, and massages
- Informal and friendly work culture - we're all on a first-name basis

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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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