

Let's Build the Next Industrial Revolution Together

Behind every product is a person

At Vimachem, we're using technology to empower the people who manufacture medicines for our world. This is why we are developing the world's biggest manufacturing intelligence AI platform that saves lives. The technology is self-developed and proprietary and is used daily by decision-makers to optimize pharmaceutical manufacturing and product quality.

Always be growing

Vimachem's continuous improvement depends on our employees' continuous improvement. We strive to foster an environment that celebrates growth mindset and where everyone can teach and learn from each other. We believe building a great team means supporting our employees in their professional and personal growth.

Get it done

Vimachemists are highly motivated, passionate, and hard-working. In order to build extraordinary products as a team, we must focus on delivering extraordinary results as individuals. This requires the courage to iterate openly, make mistakes and try again, and be a driver towards solutions if something is blocking you.

We are a tech company with offices in NYC and Athens, currently looking for a full time "Sales Development Representative" to join our Athens team and to help us expand the Vimachem manufacturing intelligence AI platform globally.

We need game changers who are ready to break down business barriers, master new technologies and enable the Vimachem sales team to become trusted advisors for some of the largest and fastest growing companies on the planet. How will you challenge yourself?

Please read below for full description of the available position.

The opportunity

Vimachem is seeking a full-time, experienced "Sales Development Representative - Lead Generation" to join our team.

This opportunity is perfect for someone looking to quickly grow a solid foundation in one of the country's fastest growing companies. As a Sales Development Rep you will proactively generate new business opportunities for Vimachem and develop the skills and experience to advance within our Sales organization.

Responsibilities:

- Meet and/or exceed daily, weekly, and monthly performance targets for number of outbound calls, qualified leads passed and pipeline contribution.

- Work within an assigned territory to qualify, develop, and mature marketing supplied leads resulting in high quality sales opportunities for Account Executives
- Qualify sales leads from integrated marketing campaigns.
- Uncover needs at each level of an organization, and match with well-articulated value proposition.
- Perform research on companies as a component of lead generation and qualification activities utilizing various prospecting technologies that the company has invested in.
- Develop concise and detailed summaries of qualified leads for Territory Reps, focused on an acute understanding of a prospect's business pain and infrastructure.
- Update prospect database with conversations, competitive information, company size, decision making criteria and other pertinent information.
- Attend and participate in weekly/monthly assigned Corporate Sales team meetings.
- Provide feedback and improvements to Sales Development program and Marketing process.
- Work closely as part of Vimachem's sales team and with the marketing team to effectively target and develop messages to gain pipeline
- Provide qualitative and quantitative feedback to marketing, sales, channel partners and other special campaign team members.
- Quantitative elements include company profiling, lead to opportunity conversion, sales pipeline, and similar metrics on assigned special projects.
- Qualitative elements include trends, conversation topics, lead / contact interest and perspective.

Skills and Requirements:

Candidates must possess the following skills and traits:

- 0-2 years of B2B sales experience. SaaS/cloud sales experience is a plus.
- Keen interest in learning a process-oriented, consultative sales approach
- Desire to establish a rewarding career in Sales that facilitates achievement of personal goals and objectives
- Excellent experience in both challenging the status quo and developing relationships that result in change
- Excellent verbal and written English communication skills (knowledge of German, French, Italian or other languages is a strong plus). Also native foreign speakers are highly desirable
- Professional Business Acumen

- Strong people skills/team skills, with an ability to work with cross-functional teams
- Experience with LinkedIn, Hubspot and any other Sales prospecting tools preferred
- Passionate about working in a collaborative team
- Intellectual curiosity
- Passionate about working in a collaborative team

We offer:

- Competitive bonus system.
- Individual training budget for professional development
- Great working environment and international exposure.
- Being part of an environment that offers challenging goals, autonomy, and mentoring, which creates incredible opportunities, both for you and the company.
- High-energy fast-paced culture suitable for A players.
- Access to technical books, online courses, and relevant resources
- Working in a hyper-growth environment, you will enjoy numerous learning and career development opportunities.

Remote working available

To apply for this position please forward your CV at filippos.vidras@vimachem.com with email title Sales Development Representative – Lead Generation @ Vimachem.