

Sales Development Manager.

The sales and customer success team at Ciara is responsible for signing people up to Ciara, and getting them to use it, love it, and share it with their colleagues. As Sales Development Manager, you will be in charge of generating new leads fitting our target persona. You will collaborate with many different professionals & departments, build long-lasting relationships with customers, and actually see your contributions to Ciara's success pay off.

YOUR OPPORTUNITIES.

- ✓ Take the lead on our outreach strategy and generate leads and develop new strategic partnerships with target companies.
- ✓ Have relentless motivation to hunt down new leads and set up calls with them to demonstrate Ciara's value.
- ✓ Constantly suggest and implement improvements in the sales administration process.
- ✓ Gather customer feedback to generate ideas for the product vision and roadmap.
- ✓ Research and discover new sales channels to target and acquire new leads.
- ✓ Work closely with the Marketing and Product teams to ensure brand consistency and increase sales.

YOUR PROFILE.

- ✓ You have successfully completed your university degree in business (or similar).
- ✓ You speak English and German.
- ✓ You have experience in a customer-facing role.
- ✓ You consider yourself a people person and have excellent interpersonal skills.
- ✓ You have an entrepreneurial spirit, a passion for technology, and willingness to sell it.
- ✓ You're tech-savvy, confident, and want to continuously learn.

WHY CIARA?

- ✓ We foster a culture of fast progress, open communication, and personal advancement. You'll learn what it takes to build a young company and get your own ideas to work.
- ✓ We work and celebrate as one strong team and support you to reach your goals. Individual learning is important to us and we'll help you make huge steps forward in a short time.
- ✓ We pay a competitive salary and provide you with all the personal freedom you need to get your job done your way.

**Does this match your expertise, experience, and aspirations?
Apply here - no cover letter necessary.**

[Apply now!](#)