Graduate German Telesales Development Specialist - Early in Career Opportunity (m/f)

We invite you to start your journey in our new, state of the art Europe Marketing and Sales Center (Telesales Center), based out of Dublin, Ireland. As part of our team, you will chart a career across sales, technical sales and consulting as you help our customers leverage our leading cloud solutions to the fullest.

As a member of the Sales Development team, you will be the first point of contact for our customers, fostering a positive and collaborative experience for prospects to learn about, engage with and implement Microsoft products. You will hold business conversations with the customers to understand their needs and identify opportunities that meet the minimum qualification criteria for sales. You will be equipped with best-in-class tools that enable highly efficient and accelerated sales activities. By applying best-in-class sales skills, you will identify new prospects and grow business relationships with companies across all industries and verticals.

RESPONSIBILITIES INCLUDE

- Engage with customers thru Skype across industries, company sizes and types to determine their needs and identify opportunities to fulfill their needs with Microsoft’s leading cloud technologies
- Effectively turn prospects and qualified leads into opportunities and revenue pipeline by filtering them through different criteria, e.g. BANT (budget, authority, need and timeline)
- Be the first contact point for many customers, deliver a strong first impression and set the foundation for long term customer relationship
- Meet and exceed daily, weekly, monthly and quarterly targets, including pipeline generation and activity based targets; accurately forecast pipeline generation
- Leverage best-in-class sales tooling and communications tools to accelerate sales, maintain high daily activity, minimum ~60-90 activities/day
- Communicate with customers effectively through phone and email
- Work in a fast-paced, collaborative and dynamic teaming environment with Inside Opportunity Executives, Technical Solution Professionals and Consumption Analysts to effectively manage opportunities and pipeline through the sales cycle
- Obsess over Microsoft’s customers and prospects to deliver a world-class customer engagement experience

IDEAL PROFILE

- Understanding of cloud computing technologies, business drivers, and emerging computing trends
- Fluent German essential
- 0-2+ years of strong sales/customer service relationship background, telephone experience preferred
- A self-starter with a track record of outstanding performance and achieving goals
- Strong interpersonal communication skills with excellent phone conversation skills, attentive listening and superior writing skills
- Desire to work in a competitive environment where one’s growth potential is driven by one’s abilities and attitude
- General knowledge of the IT industry, with the capacity to learn and retain knowledge about individual products and business solutions quickly and accurately
- Experience using Microsoft Office Suite applications
- Passion for cloud technologies and changing the world
- Must be able to legally live and work in Ireland without visa support or sponsorship

RELOCATION REQUIREMENTS

You must be willing to relocate to Dublin, Ireland without a visa.

For more information on Microsoft Ireland roles please visit www.microsoft.com/careers