

WE ARE LOOKING FOR A

B2B Sales Development Representative (EU) - Open Application

BELGIUM AND EU (REMOTE)

TenForce is an expert in EHSQ and Operational Risk Management software, based in Belgium and part of [Elisa IndustriQ](#) – a Finnish group of companies committed to making intelligent manufacturing happen.

Industry leaders and governmental organizations all over the world use our products: INEOS, TOTAL, Friesland Campina, ABInBev, Chevron Philips Chemicals, Proximus, Telenet, Fluvius, the Flemish, and the Walloon Government – just to name a few. We like to try a fresh approach, be quick on our feet, and delight our customers.

We are looking for a high-energy, driven, and self-motivated colleague to join TenForce as a new Sales Development Representative.

You will be orchestrating the 1st touch with people and organizations outside of TenForce. You'll find the answer, the access, the right person, the contact info, the data, or whatever's needed to foster our prospects' interest.

Career Prospects: Becoming a SDR at TenForce is the first step towards developing a rewarding career in Software Sales, Customer Success, or Project Management. We are welcoming driven individuals looking to kick-start their careers or ready to pivot towards a new challenge.

Your main activities:

- Prospect, educate, qualify, and develop Target Accounts and leads to create sales-ready meetings and opportunities. This includes calling on CXOs, senior-level executives, trade show attendance, following up on marketing-generated leads, webinar and event follow-up, creative campaigns, and door opener outreach.
- Create, monitor the performance, and suggest improvements to our Business Development outreach sequences using HubSpot.
- Deliver introductory product demos and contribute to creating demo scenarios and short screencast videos.
- Contribute to the development of the sales & marketing automation workflows using tools like: ZoomInfo, HubSpot, LinkedIn Sales Navigator.

Who are we looking for?

- Ideally, you have already worked 1-2 years in a B2B environment.
- You do not shy away from researching, cold calling, and building a relationship with prospects and potential clients.
- You're curious to learn about new industries and disciplines like manufacturing, digital transformation, EHSQ, Risk Management and everything in between.
- You are mature enough to work remotely without constant supervision and proactively share updates, new ideas, obstacles, and solutions.
- If you're already familiar with the Account-Based Marketing tactics you'll win our hearts, but it's not mandatory.
- You are interested in technology and the development of the software industry and related topics.
- You are interested in data-driven experimentation and professional self-development.

- **You are fluent in English and one of the following languages: French, Italian, Spanish, German, Swedish, Dutch.**
- Ideally, you'll be working in a hybrid-remote way (1 day/week on-site), but you can also work 100% remotely and based anywhere within the EU.
- You like to read... preferably books 📖📖

What's in it for you?

- You become part of an international multicultural team that loves solving challenges through an unconventional and pragmatic approach but doesn't tolerate breaking the boundaries of trust, mutual respect, diversity, inclusion and team-player spirit.
- Excellent pay & coffee.
- Boardgames and gaming evenings, team BBQs.

TenForce is ready to take over the world!

And we're looking for 30+ new colleagues to join our fantastic team. You'll be an essential part of our journey to becoming a global, innovative leader in EHSQ software for manufacturing and high-risk industries.

In September 2021, TenForce joined forces with [Elisa IndustriQ](#) – a Finnish group of companies committed to making intelligent manufacturing happen. This launched our company on a rapid growth path. To support our customers, we're going to double our headcount over the next few years, in different roles and across multiple countries. We're looking to hire in Sales & Marketing, Operations, Product, Customer Success, and many others.

We hope you'll be the next one to join our team!

BE PART OF OUR STORY!
SEND US YOUR RESUME:
jobs@tenforce.com