

USP Solutions is the world's leading Demo Development Expert for the cosmetics industry. Our Skin, Hair, Deo and UV demo tools have successfully supported brand activation campaigns of companies such as UNILEVER, L'Oréal, P&G, J&J and Beiersdorf, to name a few, in more than 100 countries worldwide.

USP Solutions is headquartered in beautiful Klagenfurt, Austria.

To support and drive our inbound marketing and outbound sales activities we are looking for a

Sales Development Manager (f/m/x)

www.usp.at

At USP Solutions Business Development is an important part of the Sales Support Department. All our activities are centred on generating sales ready leads for our sales team. As a Sales Development Manager, you will have direct contact with potential leads and future customers.

Your full or part-time role will include a full range of sales support duties including:

- Online lead research
- Preparation of postal mailings
- Preparation and execution of e-mail campaigns
- Responding to inbound and outbound inquiries
- Data management
- Reporting
- Support of the sales team in organizing qualified sales meetings

Qualifications:

This position will suit you if you have excellent interpersonal and communication skills, and office management experience. You need to be self-motivated, exceptionally reliable, and have organisational and problem-solving skills. Fluent written and spoken English skills are a must, while Chinese (preferably Mandarin) is desirable. German is not essential. Furthermore, you are familiar with MS Office and are well versed in the usage of IT systems. Knowledge of Salesforce, SharePoint, LinkedIn and mailing systems are of additional advantage. A strong emotional intelligence that will help you meet customers' needs in diverse cultural environments.

Offer:

We offer a salary of up to € 32.000 depending on experience in an international environment with a dedicated team spirit. Partial home office is possible.

Location:

Klagenfurt, Austria

Interested to becoming part of our successful team? Applications outlining qualifications and demonstrating how your experience and skills match the job requirements are due by Feb28th.

Please submit your resume and cover letter by email to hr@usp.at.

USP Indicator Solutions GmbH