



<https://fintechnews.ch/job/senior-sales-development-representative-dach-at-oper/>

Senior Sales Development Representative (DACH)

Description

At Oper, the company believes that getting a mortgage should take just a few clicks, from the comfort of your own home. Oper's team is working with lenders and brokers to redesign their mortgage processes to make this dream a reality

Oper offers lenders and brokers an out-of-the-box, white-labeled SaaS product that supports self-service mortgage applications, collaboration tools, digital signatures, integrations with relevant data sources, and more. Oper's early traction has attracted top industry investors, including Bessemer Venture Partners, Constructive Ventures, Verve Ventures, and Pitchdrive, and earned Oper the recognition with top FinTech accelerators: Barclays Techstars, Plug and Play, and F10 Fintech Accelerator. Oper has offices in Zürich and Antwerp (Belgium).

To support Oper's current growth in Europe, for the German-speaking clients, Oper is looking for a Sales Development Representative.

Responsibilities

As a Sales Development Representative at Oper, you will use your relationship-building skills to help the team bring innovative digital credit solutions to clients through high-quality and tailored service. Working within the sales team, you will manage the sales process from lead generation to qualification, evaluation, and demo calls. In doing so, you will collaborate with internal teams to develop use-case-driven solutions for a range of clients, acting as the key feedback mechanism between the market and internal product teams.

What You Will Do

- Gather market insights through active research
- Book a solid pipeline of high-quality meetings with relevant prospects through outbound activities
- Drive initial conversations with prospects with a consultative approach
- Present, promote and sell the Oper SaaS solution using well-formed arguments and clear product demonstrations to prospects
- Gather customer intelligence and requirements and qualify prospects
- Provide constructive feedback to the product and marketing teams
- Contribute to making the business processes and teamwork better and better every day

Qualifications

- A strong passion and 2+ years of relevant experience in enterprise software or SaaS sales to the Financial Services sector
- Specialized domain knowledge in the mortgage space is a plus
- A proven consultative solution sales approach
- A track record in working hard to achieve and exceed your targets
- Confidence and convincing attitude – you know how to win people over in writing, in person, and by phone

Hiring organization

Oper

Oper gives the paper-based mortgage industry access to a digital future. Oper's white-labelled product allows lenders and brokers to digitize the mortgage process from contact to contract, while increasing conversion and lowering the cost of a transaction.

Oper's company today is active in DACH and Benelux supporting multiple leading mortgage providers. Using new EU regulations they enable one-click mortgages for the European market.

The company is backed by leading B2B SaaS investors.

Employment Type

Full-time

Job Location

Switzerland

Date posted

February 6, 2023

APPLY

- Ambition and willingness to learn and experiment, while remaining honest and humble
- Fluency in German and English. Any other language is a plus