



MicroStrategy – Best in Business Intelligence. Since 1989, MicroStrategy has provided integrated reporting, analysis, and monitoring software that helps leading organizations worldwide make better business decisions every day. Our Business Intelligence platform, MicroStrategy 9™, provides business solutions to query, report, and analyze data, and distributes insight to users via web, wireless and voice.

Business Development Associate

Location: Köln

(Reference Number D/K – BDA – 09-07)

We are looking for hungry and ambitious young professionals that are looking for an **entry level to Sales** and are willing to prove themselves in order to move into a Sales Position. The Business Development Associate will support the sales region Germany in our business development activities.

MicroStrategy is looking for:

- Bachelor Degree in Business, Management, Economics or similar field (auch kaufmännische Berufsausbildung willkommen)
- Have already gained on-the-job experience in working in a commercial environment
- Language skills: Fluent in **English** and **German**
- Excellent communication skills

Your role:

- Qualify and Identify BI projects within targeted accounts
- Identify customer/prospects product requirements
- Provide field sales with quality leads and accurate information
- Make outbound telephone calls to develop a pipeline leads within a predefined market
- Work with marketing to develop effective marketing campaigns
- Develop and maintain an accurate Customer Contact Database
- Achieve quarterly personal Lead Targets
- Assist in the development of an assigned sales territory, following up sales enquiries and qualifying these to provide sales leads
- Work as part of an account team to; respond to inbound enquiries as necessary, and make the volume of outbound calls necessary to exceed target and develop the territory.
- Generate marketing activities targeted towards the specified territory

Are you ready for this unique and challenging opportunity?

Please send your CV to **Britta London** with reference to the job title and reference number **D/K – BDA – 09-07** at: CVEMEA@microstrategy.com

<http://www.microstrategy.de>

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