

# Business Development Representative

## DACH

**Position Overview:** As a BDR for DACH at ScorePlay, you will play a crucial role in supporting the Country Manager for DACH with outreach and building pipeline. This internship offers a unique opportunity to gain hands-on experience in sales and business development within the sports technology industry. You will work closely with our DACH, Country Manager this internship is a six-month opportunity to learn and grow in a fast-paced, dynamic environment.

### Key Responsibilities:

- 1. Sales Support:**
  - Coordinate sales outreach and provide administrative support to ensure smooth opportunity harvesting.
  - Help with planning and mapping exercises to identify target markets, segments, and prospects.
- 2. Market Research:**
  - Conduct market research to identify potential customers, competitors, and market trends.
  - Analyze sports organisations and potential stakeholders to ensure targeted outreach.
- 3. Sales Coordination:**
  - Assist in coordinating sales activities, meetings, and events, both internally and externally.
  - Communicate with customers and prospects to schedule meetings, demos, and follow-up activities.

### Qualifications:

- Currently enrolled in a Bachelor's or Master's degree program in Business Administration, Marketing, or a related field.
- Strong organizational and time management skills, with the ability to prioritize tasks and meet deadlines.
- Excellent written and verbal communication skills, with attention to detail.
- Proficiency in Google Suite, with LinkedIn, Hubspot and Canva.
- Ability to work independently and collaboratively in a team environment.
- Interest in sales, business development, and the sports technology industry.
- Fluent English and native German is essential, French desirable.
- In region - Germany, Austria and Switzerland.