

Business Development Representative Europe– Breezeway - SAAS

On behalf of one of our key partners, Breezeway, we are looking for a Business Development Representative (BDR) to join the team and have an immediate impact on their exponential growth. The successful candidate will thrive in a fast-paced environment and be comfortable with consistent outreach to generate interest in our products and qualify prospects.

- This role will be office based in Barcelona – with a direct report within the AJL Atelier Team.
- The successful applicant will have the benefit of working amongst some of the industry leaders from Europe & the USA.

This is a fantastic opportunity for a smart, energetic, self-motivated person to position themselves for career growth. If you are hard-working, competitive, and ambitious and want to push your previous sales success to the next level, we would love to hear from you.

What

- Identify and qualify new sales opportunities through inbound lead follow-up and proactive outbound prospecting.
- Research prospective clients, identify key players and generate interest.
- Collaborate and work closely with Sales to develop and implement lead strategies and plans.
- Schedule and conduct online product demonstrations and webinars.
- Work with channel and distribution partners to leverage leads, build pipeline and awareness.

Who

- 1+ years prior successful sales experience or demonstrated success in a high-energy role and passion for pursuing sales.
- Excellent communication skills to motivate and inspire prospects.
- Desire to meet and exceed measurable performance goals.
- Strong time management and prioritization instincts.
- Proven ability to juggle multiple projects while maintaining sharp attention to detail.
- Comfort working independently as an empowered contributor to the team.
- Brings positive energy, passion, humour, and enthusiasm each day
- Proficient with CRM applications, MS Office, and Google Apps
- English, Spanish to fluent/native level essential + other European language.
- Experience in SAAS sales + the Short-Term Rental industry highly valued
- Experience working in a start-up environment is helpful.

Applications:

- Please send CV in English PDF & a brief introduction **video** of yourself, telling us: who you are; why you want to work for Breezeway, what you could contribute & why this industry
- Ensure to indicate your earliest start date
- Only applications sent to katie.glover@ajlatelier.com will be considered.