



Marketing & Sales Development Specialist

Bee part of the Swarm.

Do you want to be part of a company that is a hive of activity?

An enthusiastic team powers us and we strive on the outstanding agility and understanding of customer requirements to always stay ahead. Be part of a team that creates and develops technology that empowers human development.

ThinkParQ helps customers maximize the value of their data by developing some of the fastest, scalable, flexible, and robust products and solutions for all performance-oriented environments including HPC, AI and Deep Learning, Life Sciences, and Oil & Gas (to name a few).

Established as a spinoff from the Fraunhofer Center for High-Performance Computing, ThinkParQ focuses on the research and development of technology that empowers human development.

Job Description

As a ThinkParQ Marketing & Sales Development Specialist, your primary role will be working closely with our creative marketing and sales department creating new opportunities and following up our lead generation activities across a variety of innovative industry sectors.

- Contact and follow up with prospects and present our company and solutions
- Manage, nurture and convert prospects into opportunities
- Engage with prospects and identify their requirements
- Maintain and update records in our CRM systems ensuring accurate notes and next steps are recorded
- Research and identify prospects across varied industry segments
- Collaboratively work with the marketing and sales team to develop lead generation strategies
- Prepare and present activity reports
- Invite customers, prospects and partners to events and webinars

Required and Desirable Skills

- Understands the the impact of making another call & ability to engage prospects in a conversation
- Excellent time management and organization skills
- Outstanding communication, presentation and negotiation skills
- Successful experience as a telesales representative
- Experience with Salesforce
- Fluent in English, strong German skills

This position is based in our company headquarters in Kaiserslautern Germany, or home office (in Germany)

Please send your application to hr@thinkparq.com

