

Sales Development Representative (70–100%)

Kick-start your career in data technology – join Datavault Builder in Zurich

About Us

Datavault Builder is a Zurich-based software company and the creator of the leading platform for data warehouse automation. Our product transforms complex data into valuable insights – fast, reliable, and automated. We're on an international growth journey and are expanding sales team to scale further.

The Role

As a Sales Development Representative, you'll be a key part of our go-to-market team. You'll work closely with our sales and partner team to support client communication, lead management, and the overall sales process. The role offers excellent development opportunities – into sales or presales – depending on your skills and interests.

Your Responsibilities

- Drive outbound prospecting and lead generation through emails, cold/warm calls and LinkedIn outreach to generate lead.
- Support onboarding of new customers and partners and contribute to customer success.
- Maintain and track activities in our CRM.
- Execute lead generation campaigns in collaboration with sales and marketing, including email sequences, events, and social outreach.
- Participate in local and international trade shows, customer calls and demos, and help improve internal processes.

Your Profile

- Recent graduate or first experience in sales support, customer success, or business development.
- Strong organizational skills and a structured, independent way of working.
- Excellent written and verbal communication skills.
- Strong sense of ownership
- Fluent in German and English (C1 level or above).
- Friendly, proactive personality with a desire to grow.
- Interest in technology and data is a key.
- Experience with Pipedrive (CRM), Klenty (Automation), SalesNavigator a plus.

What We Offer

- A startup-like team culture with international exposure and flat hierarchies.
- Flexible working model with hybrid setup in Zurich.
- Real potential for growth into sales (DACH), presales, or partner management.
- A supportive environment with direct access to leadership – and barista-grade espresso.

Interested?

If you want to be more than just a cog in the wheel and help shape the future of data automation, we'd love to meeting you. Send your application to contact@datavault-builder.com