



Sales Development Representative (f/m/d)

Spark the first conversation with TimeTac!

As a Sales Development Representative, you are the starting point of our next stage of growth. You proactively reach out to potential new customers, qualify leads, spark interest, and lay the foundation for successful business relationships.

TimeTac is a continually growing and innovative software company with a focus on developing and providing web-based and mobile time and project tracking solutions. We maintain a modern, open corporate culture with a strong vision and a great working atmosphere in which creative thinking is encouraged. The products of TimeTac are among some of the leading cloud applications in the categories of time tracking and absence planning solutions.



**Graz
Office**



**Full-Time
38,5h/Week**

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Your Future Role

Your Skills

- Become part of our ambitious sales team for the DACH region.
- Build your own target lists: you research suitable target companies and the right contacts, prioritize them by potential, and prepare each outreach with care.
- Proactively reach out to potential new customers via cold calls, email, and LinkedIn, and turn cold contacts into conversations that deliver real value.
- Own the entire process from first contact to booked meeting: from research and lead qualification through to the handover to our Sales Managers.
- Make sure our sales team is continuously supplied with qualified leads, and keep your activities in HubSpot clean and up to date.
- Use modern AI tools to make your day-to-day sales work more efficient, for example in research, outreach, or communicating with prospects.
- Learn from experienced Sales Managers, develop your sales skills further, and bring your own ideas to the team.
- In this role, you report directly to our Head of Sales.
- **Open and communicative:** You enjoy talking to people, engage them by email and on the phone, build trust quickly, and know how to get others excited about TimeTac. You ask the right questions, recognize needs, and communicate added value clearly and convincingly.
- **Resilience and drive:** You set yourself ambitious goals. A “no” motivates you rather than slowing you down – you would rather pick up the phone one more time, and you celebrate every booked meeting and closed deal together with the Sales Managers. You organize your own day, set priorities, and keep your leads in HubSpot under control.
- Competitive spirit and team spirit: you like to measure yourself by the numbers and are just as happy about every success in the team. On top of that, you bring a hands-on approach and an interest in SaaS and digital tools.
- First experience in sales, customer communication, or phone-based sales is a plus. Career changers are welcome. What counts for us is ambition, willingness to learn, and your commitment.
- Excellent German language skills as well as good written and spoken English.

Our Benefits



**a modern office in
the city center of
Graz**



**flexible working time
models**



**mutual appreciation
and respect**



**possibility to work up
to 2 days per week
remotely**



**4 € food voucher for
every day in the
office**



**Personal and
professional
development**



**multicultural team
with great teamspirit**



**initatives for mental
and physical fitness**



**Comprehensive
onboarding including
a buddy**



**Hardware of your
choice**



Regular team events



**All-hands meetings &
Company-wide
Retros**

We welcome applicants of any gender and origin who want to become part of the success story of our highly motivated team.

For this position, we offer an **attractive salary package consisting of a fixed salary plus performance-based commission with a transparent target model.**

Based on the IT collective agreement, the minimum fixed salary for this position is € 35,658 gross per annum (AT, Einstiegsstufe). Individual qualifications and experience will of course be taken into account, and there is a clear willingness to overpay.

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Your Contact



Astrid Pfeiler

Specialist Talent Acquisition &
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