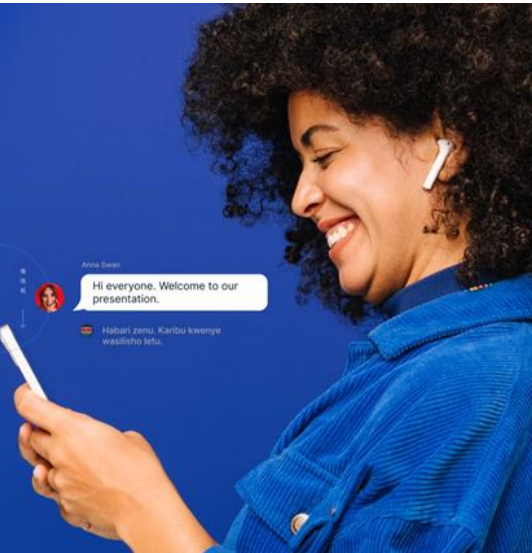




The AI Solution Suite
for Ad-Hoc Translation and Video Dubbing

Inside Sales Representative (m/f/x)



Join **Vidby**, an international, dynamic startup at the forefront of innovation, developing cutting-edge AI-based solutions to break language barriers and unite people globally. Our technology is set to revolutionize both private and business communication, accelerating customer growth and reach across industries worldwide.

We are seeking an experienced, passionate Inside Sales Representative to join our international team in **Göppingen/Germany or Mallorca/Spain** for the **EU/EMEA** market with option to work partially remote. In this role, you will have the opportunity to shape and influence our sales approach, forming a state-of-the-art sales and marketing collaboration team for success.

Key Responsibilities:

- Establish business relationships and expand our business via phone, email, chat
- Identify customers' potential and promote Vidby's entire solution suite
- Collaborate with the product department to feedback the needs in the market and help to shape our products to fit the customers' needs
- Support our data-driven culture: Work with data, analyze and report to learn and improve

Qualifications:

- Fluent in **one** of the languages: German/Spanish/Italian/French and can speak English
- Experience in inside sales, ideally in selling SaaS software services or products
- Positive attitude, good communication skills, and enjoy working in a startup environment
- Being creative and having a pragmatic approach to problem-solving is a huge plus

What We Offer:

- A collaborative and supportive work environment with offices in city centers
- Opportunities for professional career growth and personal development
- Influence a rapidly growing company and work together with known industry experts
- Work from abroad: Work up to 3 months from our offices Mallorca/Spain or Göppingen/Germany

How to apply: If you are excited about the opportunity to work for an innovative technology startup and want to grow our success in Inside Sales, we would love to hear from you! Please send application to jobs@vidby.com

Join us in our mission to break language barriers and connect the world!



vidby.com