



Sales Development Representative (SDR)

Solutionade is a Microsoft Business Applications company based in Skopje, Macedonia, with a strong focus and expertise on the Microsoft cloud stack of products and services, particularly Dynamics 365, Power Automate, Azure, and AI.

Job Title: Sales Development Representative

Location: Skopje/Hybrid

About the Role

We are seeking a motivated **Sales Development Representative** to join our team and support the growth of our international client base. This role is ideal for someone who is curious, proactive, and eager to build a career in B2B technology sales while learning how to identify prospects, qualify opportunities, and contribute to a healthy sales pipeline.

Key Responsibilities

- Research and identify potential customers and target accounts.
- Generate and qualify new leads through outbound and inbound channels.
- Conduct prospect outreach via email, LinkedIn, phone, and other relevant channels.
- Develop personalized outreach messages based on prospect needs and business context.
- Qualify leads based on defined criteria and identify potential sales opportunities.
- Schedule qualified meetings and product or service demonstrations for senior sales team members.
- Accurately record all prospect interactions, activities, and opportunities in the CRM.
- Collaborate closely with marketing and sales teams to improve lead-generation and outreach strategies.
- Provide feedback on lead quality, prospect objections, and market trends.

Qualifications

- Strong written and verbal communication skills.
- Excellent organizational and time-management skills.
- A proactive, self-motivated approach to work.
- Comfort with repetitive but goal-oriented tasks such as prospecting and follow-ups.
- Strong attention to detail, particularly when working with CRM data.
- Analytical mindset and interest in understanding sales metrics and performance.
- Ability to research companies, industries, and decision-makers effectively.
- Ability to work independently while collaborating effectively with a team.

What We Offer

- Hybrid model of working.
- Opportunity to work on international projects with leading organizations.
- Professional development and certification support.
- Exposure to the latest Microsoft technologies.
- A collaborative and supportive consulting team.
- Private health insurance.
- Access to wellbeing package.
- Team building activities.

Ready to start and grow your sales career?

Send your CV to talent@solutionade.net with the subject line: *Sales Development Representative – Application*.