Bella&Bona - NRW Sales

Bella & Bona is a fast-growing 360° office food solutions company serving companies across Germany. We combine culinary excellence with operational rigor to deliver an outstanding workplace food experience.

Sales Development Representative (NRW)

Help launch and grow Bella&Bona's presence in North Rhine-Westphalia

City: Düsseldorf; Starting date (earliest): At the earliest possible; Duration: Permanent position, starting with 2-3 month onboarding in Berlin before relocating to NRW; Remuneration: Base salary + commission - salary details provided on application

Tasks

Develop and execute a customer acquisition strategy to launch and expand Bella&Bona's client base within North Rhine-Westphalia from the ground up.
Reach and exceed KPIs, including calls completed, demos booked with qualified prospects.
Establish relationships with key B2B contacts, particularly office managers and HR representatives.
Represent Bella&Bona in the region, showcasing our offerings in the context of client needs
Collaborate with marketing to align on campaigns and sales enablement materials for the region
Data Hygiene, maintain an organized pipeline and activity records in Hubspot.

Requirements

- 1-2 years of sales or professional experience
- A professional interest in building a career in sales
- Fluent in German and English
- Entrepreneurial mindset - eager to advance through clearly defined learning and earning paths
- Self-disciplined, organized, and ambitious - able to consistently achieve daily and monthly goals
- Go-getter attitude with initiative, persistence, and an innovative mindset
- Positive and creative attitude with professional communication skills
- Resilience, perseverance, and the ability to overcome objections
- Ability to work in a high-energy, sales-team environment
- Confident with Hubspot

What we offer

- Opportunity to join one of the most promising Food-Tech companies in Europe

- Get exposure to a fast-growing start-up environment
- Daily lunch allowance with delicious and fresh food
- Join a fun and dynamic work environment
- Full responsibility from day 1 with frequent communication and collaboration across the company

Application

Apply directly via our careers page: https://bellabona.jobs.personio.de/job/1818400

More information at https://stellenticket.de/207371/TUD/
Offer visible until 02/11/26