

Oracle

ORACLE Oracle is a global leader in AI, delivering the cloud infrastructure, data, and applications that organizations across the world trust to successfully achieve business outcomes at scale.

Sales Development Representative (m/f/d) German market

Graduate position in Sales for German speakers.

City: Berlin; Starting date (earliest): At the earliest possible; Remuneration: 46.000 EUR p.a.

Tasks

Begin your career in a customer-focused role with meaningful responsibility and experienced support. Join an environment where early-career talent can build foundational commercial skills and confidence while contributing to a global technology company. Do you bring commercial curiosity and enjoy working as part of a team? If you are interested in technology and eager to learn, this role offers a supportive setting to develop practical skills alongside a collaborative SDR team.

Match customers' business challenges to Oracle solutions, working with sales and marketing to develop campaigns that grow our business. Engage existing customers by phone, email, and social selling.

- Identify sales opportunities in existing accounts
- Use online tools to understand and connect with clients
- Contact customers and prospects by phone
- Set up customer meetings and create sales pipeline
- Develop communication and social-selling skills
- Analyse data to improve customer outreach
- Work towards and exceed quarterly objectives
- Build stakeholder-engagement skills through collaboration with sales, marketing, and customer teams
- Stay curious, organised, and ready to grow

Requirements

- A bachelor's or master's degree
- Sales, business development or customer-facing internship or first work experience is an advantage
- Fluency in German and English
- A genuine interest in technology and willingness to learn
- Strong communication skills and a proactive, positive approach
- Curiosity, ambition, and the ability to learn quickly
- The right to work in Germany

What we offer

- Competitive salary with exciting benefits
- Hybrid working: three days per week in the office
- 30 days' annual leave, plus bank holidays
- Mentorship and training programmes
- Employee resource groups that champion diverse communities
- Employee Assistance Programme to support mental health
- An inclusive culture that celebrates what makes you unique
- Family benefits, including parental leave

Application

Please apply directly at our career side.

At Oracle, we don't just respect differences—we celebrate them. We believe that innovation starts with inclusion and to create the future we need people with diverse backgrounds, perspectives, and abilities. That's why we're committed to creating a workplace where all kinds of people can do their best work. It's when everyone's voice is heard and valued that we're inspired to go beyond what's been done before.

<https://www.oracle.com/corporate/careers/diversity-inclusion/>

We expressly encourage disabled candidates to apply for this position. Please therefore feel free to voluntarily inform us in your application about any severe disability (degree of disability of at least 50%) or any equal status (degree of disability of at least 30% together with official decision on equality) in accordance with the German SGB IX."

More information at <https://stellenticket.de/207881/UP/>

Offer visible until 11/11/26

