https://oemberg.de/job/business-development-saas-sdr/

Business Development Manager (International SaaS Sales | Full-Time)

Description
Location: Remote
Working Hours: EU Time Zone (aligned with Germany)
Employment Type: Full-Time
Compensation: USD
Start Date: Immediate Joiner

Role Overview

We are looking for a **high-performing Business Development Manager** with a strong background in **international SaaS sales**. This is not a coordination role—it requires a **results-driven sales professional** who can independently build pipelines, execute outbound strategies, and close deals across global markets.

You will be responsible for managing the **end-to-end sales cycle**, from prospecting to closing, while consistently driving revenue growth and expanding our international client base.

Responsibilities

- Develop and execute **outbound sales strategies**to generate qualified opportunities
- Build and maintain a strong **sales pipeline**through LinkedIn, email outreach, and other outbound channels
- Own the **full sales cycle**: prospecting, discovery, pitching, negotiation, and closing
- Engage and convert clients across **US and EU markets**
- Consistently achieve and exceed **revenue, conversion, and sales targets**
- Conduct product demos and deliver compelling **value-based sales presentations**
- Maintain accurate records of pipeline activities using CRM tools
- Collaborate with marketing and product teams to refine **go-to-market strategies**

Qualifications

- Proven track record in **international SaaS sales**, with measurable achievements
- Strong expertise in **LinkedIn lead generation and outbound prospecting**
- Excellent communication skills with **accent-neutral, professional English**
- Demonstrated ability to **negotiate and close high-value deals**
- Commercially driven mindset with a focus on **revenue growth and client acquisition**
- Hands-on experience with CRM tools and sales automation platforms

Hiring organization
Ömberg

Employment Type
Full-time

Beginning of employment
Immediate

Job Location
Remote work from: Pakistan

Working Hours
8 working hours between 08:00 – 18:00 CET / Pakistan Time: +3 hours (Summer) / +4 hours (Winter)

Date posted
May 20, 2026

Ability to work independently in a **remote, target-driven environment**

Job Benefits

- Competitive **USD-based compensation**with performance-driven incentives
- Fully **remote role** with international market exposure
- Opportunity to work in a **fast-paced, growth-oriented SaaS environment**

Contacts

For applying, click on “Apply Now” or apply via email at hr@oemberg.de