



<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](mailto:hr@oemberg.de)