

UNITED KINGDOM — English

Sales Development Representative (SDR) - Outbound / Telesales

Location: Remote (UK) · Full-time · Entry-level candidates welcome

About us

We're **Caiman AI** – a SaaS platform by **Cargrafixx GmbH**, based in Germany and one of the fastest-growing providers of AI-powered vehicle photography. Car dealerships across Europe already rely on us to present their vehicles online faster, more affordably and more professionally – and more join every day.

Our product is hands-on and visually impressive – in a live demo it practically sells itself. Demand is huge. That's exactly why we're looking for someone to make the first contact and open the door.

Your role

- You'll run **outbound phone acquisition** – all day, with energy and a genuine love of being on the phone
- You'll call **car dealerships** across the UK and identify the right contacts
- You'll spark interest in Caiman AI and book **qualified appointments for product demos**
- You'll hand warm leads cleanly to the demo/closing process – or help close deals yourself
- You'll keep your contacts and activities organised in the CRM and keep an eye on your numbers

Your profile

- You **love the phone** and a "no" doesn't throw you off
- You come across as friendly, confident and reliable
- You're **target-driven** and happy to be measured against clear KPIs
- First experience in sales, a call centre or acquisition is a plus – but not a must
- You speak **fluent English** (additional languages are a bonus)
- Knowledge of the automotive/dealership sector is an advantage, but not required

What we offer

- An **energetic, fast-moving team** with real team spirit and a genuine drive to succeed
- A high-quality product that wows in the demo – and sells itself
- A **fast-growing, successful company** where you can take your career to the next level
- Attractive base salary + **performance-based commission** (*details discussed in interview*)
- **Flexible working hours** and the option to work remotely
- Structured onboarding into the product, market and call scripts
- Flat hierarchies, short decision paths and an environment where you take on responsibility quickly

Sounds like you?

Then we'd love to hear from you – a short cover note is enough.

Caiman AI is an equal opportunities employer. We welcome applications from everyone and make hiring decisions based on skills, motivation and fit – regardless of age, sex, race, disability, religion or belief, sexual orientation, gender reassignment, marriage or civil partnership, or pregnancy and maternity.

Cargrafixx.de

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