

The Consilio Consulting Bulgaria EOOD is searching for a

SAP Lead Generation Specialist (m/f/d)

 Sofia (Bulgaria)

YOUR TASKS

As part of our international sales team, you will play a key role in expanding our client base across the DACH region. Your focus will be on identifying potential customers, initiating first contact, and laying the foundation for successful business relationships.

- Research and identify relevant business contacts in Germany, Austria, and Switzerland (focus on manufacturing and logistics sectors)
- Conduct outbound calls to potential clients, presenting our services with enthusiasm and professionalism
- Qualify and nurture leads, keeping accurate records in the CRM system
- Schedule, prepare, and follow up on client meetings in collaboration with Account Managers
- Support the sales team in driving business growth and maintaining strong customer relationships
- Contribute to process improvements and best practices in telesales activities

YOUR TALENTS

- Completed training or proven experience in telesales, inside sales, or lead generation (ideally in the SAP or IT environment)
- German and English language skills at business-fluent (C1) level, with confident and engaging phone communication in a professional context
- Strong interpersonal and persuasion skills with a positive, target-oriented mindset
- Reliable, structured, and proactive way of working, both independently and in a team environment
- Proficiency in CRM systems and standard office applications
- Motivation to work in an international, fast-paced, and collaborative environment
- Availability for 30–40 working hours per week, depending on individual preference and project needs

YOUR BENEFITS



WHO WE ARE

CONSILIO offers companies excellent consulting services in the digitalization and automation of company-wide business processes. Our consultants combine process-oriented and functional technical SAP application know-how with the aim of improving the competitiveness of companies through the effective and efficient use of standard software. Well-known national and international companies place their trust in us and build on our many years of experience, competence and innovative strength. Because we understand them.

QUESTIONS?



Your Contact:

Theresa Taeubrich
Talent Acquisition Specialist

