



At DTS Cloud Security, an integral part of the DTS Group, we are at the forefront of innovation in cyber security, managed services and technologies. With our two high-tech data centers and our own security software, we offer customized hybrid solutions to our clients. Enjoy working in one of our 14 locations, with flat hierarchies and an open-door culture. Our diverse and international team of over 450 employees work in a flexible, friendly, and collaborative environment. Discover exciting opportunities with us, where your ideas are valued and your journey is our priority. Be a part of our mission to innovate and secure the digital future.

Lead Generation Specialist (m/f/d)

Location: Athens

Time: Immediately

Type of employment: Full-time, permanent contract

Your Tasks

As a Lead Generation Specialist (m/f/d) you play an important role of our Sales Team to open up the Greek market for our own Security Software solutions, Cyber Security solutions and Managed Services. You will be the first point of contact that will generate warm leads for our Account Managers to turn into sales. The following activities are within your area of responsibility:

- As part of our internal telephone acquisition team, you will promote our services and products in the areas of Cyber Security and Managed Services.
- You will be responsible for inspiring potential customers about DTS as a long-term managed service provider and acquiring new B2B customers.
- You are passionate in generating leads, growing the sales pipeline and hunting for new opportunities.
- You actively support our Account Managers and coordinate the corresponding appointments.
- In addition, you invite our customers to events and are responsible for the continuous maintenance of our CRM database.

Your Profile

- Great interest in modern IT.
- Enjoy communicating with customers by telephone.
- Initial practical experience in telephone sales is desirable.
- Strong communication skills as well as a high customer service orientation.
- Solution-oriented way of thinking.
- Knowledge of English is an advantage in order to understand our products and services.



Our Offer

- 30 days of vacation (regardless of the length of service)
- Private health insurance for our employees and their dependents (spouse/children)
- In-depth, comprehensive training (approx. 1-3 months) in Germany at our expenses included one monthly flight back to Greece during the whole training period
- Go for EAT - Ticket restaurant card
- Modern hybrid way of working, characterized by flexible working arrangements
- Team-oriented working environment and a broad variety of tasks in an international and diverse team, based on trust and transparency
- Continuous opportunity for personal and professional development and learning
- Personal company hardware
- Free snacks and beverages

Become part of our team and bring in your professional knowledge as well as your positive personality traits!

Have we sparked your interest? If so, we look forward to receiving your detailed application, stating your desired (gross) salary and the earliest possible starting date.

Do you have any further questions about your career at DTS? Please give us a call!

[Apply now!](#)

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