eRevMax
The Gold Standard of Connectivity

Job Description: Sales Development Representative (Europe)

Role at a glance

RateTiger by eRevMax is hiring a **Sales Development Representative** to build pipeline with hotels across **Europe.**

Detail	
Job title	**Sales Development Representative (SDR)**
Company	**eRevMax (RateTiger)**
Location	**Europe — candidates must be based in Europe**
Experience	**2+ years in sales development, inside sales or lead generation**
Employment type	**full-time / contract, remote / hybrid**
Reports to	**Regional Head – Europe**

About RateTiger

RateTiger, developed by eRevMax, is a distribution technology platform for the hospitality industry. Hotels, resorts and hotel groups use it to manage rates and availability across OTAs and other online channels from one place.

The product suite covers a Channel Manager, Booking Engine, rate shopping and hotel website design. Clients range from independent properties to international groups across Europe, the Middle East, Africa and Asia. More at: ratetiger.com.

The role

The SDR is the first point of contact between RateTiger and hotels in Europe. You will identify and qualify prospects, open conversations with hotel owners, general managers, revenue and e-commerce teams, and book meetings for the sales team.

The role suits someone who understands how hotels sell rooms online and can talk credibly about distribution, not only follow a script.

Key responsibilities

- Research and identify target hotels, hotel groups and management companies across European markets.
- Run outbound prospecting by email, phone and LinkedIn to generate qualified leads.
- Follow up on inbound enquiries, campaign responses and events leads promptly.
- Qualify prospects on property size, current tech stack (PMS, channel manager, booking engine) and buying timeline.
- Book discovery calls and demos for account executives and regional sales leads.
- Work with marketing on campaign follow-up, messaging and event outreach.
- Report weekly on activity, pipeline created and conversion against targets.
- Feed back market insight: competitor activity, objections and common hotel pain points.

Requirements

- Based in Europe, with the right to work in your country of residence.
- 2+ years of experience in sales development, inside sales or lead generation, ideally in B2B SaaS.
- Working knowledge of hotel technology: PMS, OTAs, channel managers and booking engines.
- Strong written and spoken English; able to build lasting relationships with clients.
- Self-motivated and target-driven, with a track record of meeting or beating activity and pipeline goals.
- Confident with MS Office and CRM tools, and quick to learn new systems.

Nice to have

- A second European language, such as Spanish, German, French or Italian.
- Experience working at a hotel, OTA or hospitality technology provider.
- An existing network among European hoteliers or hotel groups.

What we offer

- A role at the front of RateTiger's growth in European markets.
- Product training on channel management, booking engines and hotel distribution.
- Close work with experienced regional sales and account teams.
- An international team serving hotel clients across several regions.

How to apply

Send your CV to careers@erevmax.com with the subject line "Sales Development Representative – Europe". A short note on your hotel-tech experience and the markets you know best is welcome.

Only applications from candidates based in Europe will be considered.