



https://www.eggheads.net/en/?post_type=jobs&p=12572

Business Development Manager DACH-Countries (m/f/x)

Description

Join us eggheads on our current path to becoming the leading PXM platform in Europe! Become a member of eggheads swiss and play an active role in shaping our company culture. Lead the charge in eggheads swiss and help in building a new business branch.

Tasks

- Active sales tasks for our solutions in the DACH-Countries (Germany, Austria, and Switzerland)
- Customer acquisition with use-case-based and solution-oriented argumentation
- Webinars for and meetings at the location of B2B customers
- Expanding existing customer relations
- Identifying and qualifying business partners
- Participation in conventions and customer-related events

Your Profile

- You already have solid experience in product data marketing and/or B2B sales of (SaaS-based) software solutions
- Key figures like CPC, CPO, and ROI are your bread and butter
- You have a well-developed "sales gene," excelling in negotiation skills, analytical thinking, and entrepreneurial spirit
- You have a keen focus on customers and sales, together with a self-confident appearance
- Ideally, you've already got experience with some of our tools (e.g. Jira and GoToWebinar)
- You work in an independent and reliable manner
- Your strong point is communication in both written and spoken German (C2) as well as English

About eggheads

What does it mean to be an egghead? It means shaping the future of product data management in this world, that of our company, as well as your own career. As one of the ever-expanding B2B SaaS and On-Premise companies in Europe, we have a fantastic software product; we have a wonderful team consisting of more than 85

Career Level

Professional

Beginning of Employment

As Soon As Possible

Employment Type

Full-time

Employment Duration

Permanent

Date of Job Posting

12.11.2020

Employment Location

Thurgauer Str. 101a, CH-8152, Opfikon, Zürich, Switzerland

Valid Through

31.03.2021

eggheads from Germany, Brazil, and elsewhere; and in our grasps we have a market just waiting to be conquered. With our currently more than 2,000 B2B users, we also set ourselves ambitious goals: We aim to grow even further and become Europe's leading PXM platform. We believe in the practice of gathering experts like you — goal-oriented and forward-looking eggheads who want to do more than just occupying a niche in a team. Ready to become an *eggspert*?

#weareeggheads

Benefits

- Office or @home? At eggheads, the choice is yours
- Design the schedule of your workday on your own with flexible work hours
- Office coffee flatrate included — or water if you want to stick to the classics
- Each Monday, we provide free fruit supplies
- During breaks, challenge your fellow eggheads in a table soccer match or two
- Supplementary health insurance, capital-forming benefits, and occupational pension are all included
- State-of-the-art work equipment individualized for you and your requirements
- Open company culture: If you want you can participate in shaping our company

We're looking forward to hear from you. You may either send us your application material the classic way via [E-Mail](#) or via our CV upload using the “**Send Application**” button. For further inquiries, feel free to contact Merle Sonis (HR).

PS: Given our company culture, we directly default to casual rather than formal speech. You can address us in your preferred manner of speaking as you see fit.