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Sales Manager (m/f/x)

Description

We eggheads are en route to becoming a leading PXM platform in Europe! You have a burning passion for managing the sales of software systems which are made for solving daily business challenges? If so, you have found just the right place.

If you are looking for an exciting company for furthering your sales carrier, then you have found yourself a fantastic opportunity. Bring in your experience and support our B2B customers in building up new business avenues.

Besides a secure work environment that is rich of variety, we provide you with state-of-the-art technologies and an autonomous work setting.

Tasks

- Active sales of our solutions for the German region
- Customer acquisition with use-case-oriented and solution-centered argumentation
- Running webinars and meetings digitally and live on the customer's site
- Expanding existing customer relations
- Identifying and qualifying partners
- Participating in conventions and customer-related events
- Observing market and sales trends

Profile

- You already have appropriate professional experience in B2B sales of (SaaS) software solutions under your belt
- You have a dominant 'sales gene' running through your veins which manifests itself in the form of negotiation skills, analytical thinking, and business management proficiency – with your strong 'hands-on mentality,' you put concepts into practice
- You bring a customer-centered and service-oriented approach to the table and have a confident demeanor
- You are familiar with methods such as OKR and KPI
- Communication is your strong point, you are very proficient in both written and spoken German (C2 level) and English

About eggheads

Career level

Professional

Beginning of Employment

As Soon As Possible

Employment Type

Full-time

Employment Duration

Permanent

Date posted

27.09.2022

Location

Alte Wittener Straße 50, 44803,
Bochum, NRW, Germany

Valid through

31.10.2022

What does it mean to be an egghead? It means that you're shaping the future of this world's product data, the future of our company, as well as your own future all at the same time. As one of the fastest-growing B2B SaaS and On-Premises Software developers in Europe, we've got a cool software product, a wonderful team consisting of more than 85 eggheads, and a market waiting to be tapped into. By now, we're counting more than 2,000 B2B users, yet we also have ambitious goals: It's our objective to build the leading PIM platform in Europe. Our corporate philosophy is to hire people just like you – goal-oriented, far-seeing outside-of-the-box thinkers who want to make an impact on the team. Ready to become an egghead?

#weareeggheads

Benefits

- Office or working from home? At eggheads, it's your choice
- Design your own work schedule with flexible workhours as you see fit
- Free-coffee-and-water flatrate at the office
- Fresh veggies every monday
- Challenge fellow eggheads to a table soccer match during breaks
- Supplementary health insurance included, together with capital-forming benefits and contributions to the corporate pension plan
- State-of-the-art technical equipment: individualized to match your skills and requirements
- Open company culture: feel free to participate and shape your workspace

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 corporate culture, we directly default to casual speech and addressing each other on first-name basis. Depending on your preference, you may either use formal or casual speech when contacting us.