

Area Sales Manager Germany (m/w/d)

Eindhoven

Our client is a small and fast-growing company with large ambitions in global business. With their smart locker systems they are on a mission to enable the world to work dynamically – a dynamic office needs their flexible locker solution to enable employees to move freely.

With already over 1 Mio global daily users of the system, our client's team is privileged to work on fantastic workplaces for clients with the biggest brands. Our client has grown to become the market leader.

It is not just about their cutting-edge technology. The team's wealth of real-world knowledge and hands-on expertise, keeps their new and existing customers way ahead of the curve when it comes to dynamic working – which is why our client continues to be the industry's leading smart locker company.

The team is currently over 100 highly driven and energized colleagues working globally from the Netherlands, Europe, USA, and Australia.

A key market for the company is Germany. They are pole position to surf the wave of dynamic working and they have already landed by delivering their solution to huge companies. Now they are ready to continue their growth plans.

Your tasks

The focus will be to develop the German region to a next level. The position holder will take up this role within the international sales team and join the successful two local "sales heroes" in Germany.

Other key responsibilities of this role include:

- Developing and building up new clients in the responsible area
- Strong focus on direct-to-end user relationships which will require a considerable amount of canvassing
- Support and expansion of existing major partnerships with the largest office furniture brands in Germany, which are at various stages of development and building up the further pipeline
- Collaboration with the Sales Leader Germany, who is currently performing a part of your tasks, together with a sales colleague in the western part of Germany

Your profile

Qualification

Educational achievements:

Bachelor's or Master's degree

Professional experience:

Minimum of 10 years of work experience and minimum of 5 years of relevant sales experience in outbound direct sales in international, multi-cultural organizational settings.

Special Experience / Knowledge:

- A background in selling office furniture or (smart) building technology, e.g. room booking, access control, or telematics
- Affinity with dynamic working and workplace design
- Prepared to travel regularly across DACH / Germany and to the Netherlands for meetings with the team

Languages:

Excellent language skills in German and English

Personal skills

You are fascinated by the rapidly changing office workplace and are looking for a challenge in this high-growth market. We are looking for the right person and attitude, not just the right skills. We expect that you want to find the right employer and not just the right job.

Furthermore, we are looking for a determined, convincing personality, who should have especially the following personal skills:

- A self-starter who is comfortable working independently and yet an absolute team player
- Bold and result orientated attitude with massive drive to meet targets
- Confident to work not limited by this job description or the corporate world one will work with
- Confident, headstrong and persistent, but most of all fun to work with
- Technology minded
- Fast learner and knowledge seeker who can understand the business quickly
- Knowing the balance between hunting and farming and know when to do what
- Readiness to have a jump start to develop new clients in the responsible area
- Convincing personality able to find new clients by selling the concept and technology solution as a must-have in a dynamic office

Benefits

The terms of employment will match your experience.

The place of work is Germany with remote first organization and a flexible work schedule.

Contact

If you have any questions regarding this position, please contact Blanka Schygulla under +49 211-749 686-23.

We look forward to receiving your application!

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