

Sales Manager B2B

As a Sales Manger for B2B your mission is put our prospects and customers into the center of your every days work. Our goal is to provide our customers a perfect experience through spotsize. In your role you will own and drive the market penetration and growth of the spotsize platform services across our target markets. You will penetrate fast and win big across the first target countries, as you close deals with major brands and vertical retailers signing up for spotsize pay-per-use services so that they can sell and ship products to their customers without the hazzle and cost of returns via our platform.

WHERE YOUR EXPERTISE IS NEEDED

- You will drive the strategy and the 360° sales cycle for winning deals with fashion brands and retailers focusing on the key players in different sectors (i.e.: Fashion footwear, sportswear or apparel.) You will develop an effective acquisition and lead conversion strategy that maximizes rapid growth while building a consistently strong sales pipeline, targeting the right customer segments
- You can build trust in order to seize opportunities to understand the needs of major brands and retailers and find the right tone and empathy to successfully bring e-Commerce to the next level with our comprehensive offerings.
- You will support the conversion of these opportunities through the creation and delivery of presentations, conducting compelling sales pitches, webinars and negotiations. You have the end-to-end responsibility from first contact to contract conclusion and will meet your KPIs and the company vision and goals.

WHAT WE'RE LOOKING FOR

- You have a good understanding and experience in the sales of software and software services in the cloud (SaaS), and an understanding of the e-Commerce market is a big advantage
- You are acting customer centric and have an exceptional customer focus approach to your work
- You bring 2 to 3 years of proven sales experiences along with knowledge of Business and Marketing from your Bachelor's / Master's degree.
- You do love Sales. You sense excitement when it comes to communicate with new acquisitions and turning a fresh prospect into a lead

- You have strong communication and interpersonal skills and are fluent in German and English
- You enjoy dealing with complexity and your analytical skills form the base for you to create creative approaches and strategies to achieve your objectives.

PERKS AT WORK

- Start-Up culture, flexible working times and a nice and open atmosphere
- Culture of trust, empowerment and constructive feedback and a Friday which is our „creative day“ where you can spend the day for yourself, for learning a new language, working on an own project or just relax and follow your personal interests
- A smartphone (Android or iPhone), free beverages and fruits, diverse sports and health offerings.

We celebrate diversity and are committed to building teams that represent a variety of backgrounds, perspectives and skills. All employment is decided on the basis of qualifications, merit and business need.

Apply to info@spotsize.io