

Senior sales manager for logistics software in the automotive sector (w/m/d)

FULLY REMOTE

Are you looking for a job in an upscaling and dynamic start-up that is driven by technology and forward thinking? Are you motivated to shape the green logistics of the future together with us? Then you've come to the right place!



You can expect a working environment characterized by honest team spirit and the freedom to develop yourself. We attach great importance to the feel-good factor in the working environment, characterized by flat hierarchies and a high degree of flexibility in terms of time and location.

We support numerous customers from many different countries with our optimization software, with the aim of not only becoming the market leader, but also creating the next unicorn. Does this sound like the right challenge for you? Then we look forward to hearing from you.

WHAT CAN YOU EXPECT?

- Acquisition of new customers in the DACH region and support until the deal is closed
- Leading customer meetings (presence/online) and maintenance in CRM
- Networking & company representation at trade fairs & congresses
- Creation of market and competition analyses as well as sales documents
- Further development & implementation of the existing sales strategy
- Long-term development of a new sales location in Germany

WHAT SHOULD YOU BRING ALONG?

- At least 3 years of experience in B2B sales
- Understanding of complex logistics processes for automotive supply and delivery
- Empathy, persuasiveness & solution orientation
- Ability to work in a team & a structured way of working
- Personal responsibility & independence in day-to-day operations
- Willingness to travel
- Good verbal & written communication skills in German & English

WHAT YOU CAN LOOK FORWARD TO!

- Fair and performance-related remuneration
- An ambitious, focused and young team in which you can develop yourself
- Challenging tasks with responsibility & independence in a globally expanding, internationally active high-tech start-up
- An innovative corporate culture where the focus is on people
- A value-oriented working environment that promotes collegial cooperation
- Intensive individual training as well as professional & personal development
- Flexible working hours & home office

Please leave us your CV & a letter of motivation or alternatively a 1-minute video where you tell us about your strengths, experience & the reason why. We look forward to hearing from you!

Stefan Kreamsner

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