

JOB PROFILE

Junior Sales Manager (m/f/d)



OUR COMPANY

Our award-winning startup dive solutions provides web-based CAE solutions for engineering companies. Our in-house software utilizes novel particle-based technologies to simulate fluidic processes in complex mechanical systems. We accelerate development processes and decision making. Our dogma: We create beloved world-class software to help engineers design more sustainable products every day.

OUR CULTURE

We trust in creative people who love what they do. People who want to work on cutting edge technology that empowers engineers to make the world a better place. We believe in diversity, strong teams and healthy and friendly culture of trust, constructive feedback and empowerment. Work is not a job. Work is being passionate about something, meeting great people and building something you believe in.

YOUR MISSION

You put your heart and soul into selling our product, are going to help growing our customer base and initiate partnerships.

YOUR TASKS

- You drive your sales territory, identify key targets and prioritize prospects using a range of business development skills
- You acquire new and manage existing customers
- You execute and influence our sales strategy for the business
- You are in ongoing contact with customers and internal teams to solve problems, answer questions and create added value to assure our joint success and build long-lasting business relationships

YOUR PROFILE

- ✓ You enjoy shaping the foundation of our future Sales Department
- ✓ You have an eye for the needs of our customers
- ✓ You speak German and English fluently, both written and verbally
- ✓ You already have at least one year of experience in sales and/or business development
- ✓ You have good selling, positioning and negotiation skills as well as customer focus
- ✓ You are willing to travel and partake an affinity for technology

OUR OFFER

- ❖ Inspiring culture of creativity, failure and improvement, fast decision making, best-ideas-win philosophy
- ❖ Personal and extensive onboarding, professional and personal development opportunities, team and network of internationally operating experts
- ❖ Product demonstration meetups, company team-ups, joint voluntary service
- ❖ Central workplace in Berlin, amazing IT equipment & tech talks to spread knowledge
- ❖ Possibilities for internships and theses

You want to become part of our team? Start your application! Just send your curriculum vitae to: talent@dive-solutions.de