

JOB PROFILE

Senior 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 will be responsible for sales operations by sound praising our product and growing our customer base.

YOUR TASKS

- You build our future sales team
- You identify the needs and wishes of our clients
- You are in ongoing contact with customers and create added value
- You are in charge of the management of new and existing customers
- You define sales strategies for our business
- You do constant market investigations and evaluate market potentials

YOUR PROFILE

- ✓ You enjoy shaping the foundation of our future sales department
- ✓ You already have at least five years of experience in sales in CAE
- ✓ You have an eye for the needs of our customers
- ✓ You speak German and English fluently, both written and verbally
- ✓ You have excellent 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