



SALES

Sales Manager SaaS (m/w/d)

FULLTIME

You are a sales genius and have relevant experience in the sale of software solutions? Then you definitely belong in our dynamic and success-hungry team!

Your daily doing will involve

- ▬ Identifying potential customers for snapADDY solutions - through inbound leads, referrals and cold calling.
- ▬ Systematic preparation and implementation of online customer appointments (via teams)
- ▬ Preparing offers, negotiating and concluding contracts
- ▬ Constant exchange with our development department (SalesTec meetings) with regard to the further development of our products and feature requests from customers
- ▬ Regular participation in trade fairs and events
- ▬ Documentation of sales activities and successes in the CRM system

Your profile

- ▬ At least 3 years' experience in software sales
- ▬ Confident with computers in the installation and use of web software
- ▬ High affinity for technology
- ▬ Self-confident personality with high self-motivation
- ▬ Very good written and spoken German and English skills
- ▬ Experience with CRM systems and maintaining contacts

What we can offer

- ✓ Your own exciting area of responsibility, which you can significantly advance
- ✓ Varied work in a motivated and dynamic team
High fixed salary and lucrative uncapped commission agreement
- ✓ High appointment rate due to strong inside sales team and active enquiries
- ✓ Sell innovative and exciting products from the market leader with many USPs
- ✓ Work in a fast-growing and successful tech start-up with flat hierarchies
- ✓ Working with state-of-the-art technologies in a top-equipped 950 m² office in Würzburg's city centre
- ✓ Free drinks, muesli bar and team events
- ✓ Regular and free massages directly in the office
- ✓ Discounts at many retailers and service providers
- ✓ The best colleagues in the whole city

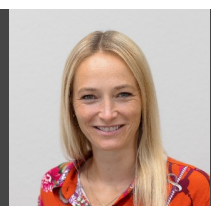
Jetzt bewerben →



About snapADDY

snapADDY develops software-as-a-service to digitize the world of sales. With our products, we help companies automatically capture contacts and leads at trade shows and in everyday life. In this way, we reduce the unnecessary and cumbersome work of manually entering contacts and improve data quality in CRM systems. Our software solutions enjoy great popularity and are currently used productively by more than 2.500 customers: from start-ups to medium-sized companies and corporations.

Since its founding in 2015, the company has grown from a start-up to a team with over 85 international employees. In January 2021, we opened our second location in Vulaines-sur-Seine, near Paris. Our mission is to become the world's leading company that automatically keeps CRM systems up to date and provides the best quality way to capture contacts and leads.



Susanne Reimann, People and Culture Manager

Susanne is responsible for HR topics at snapADDY. You would like to apply and still have questions about the process? No problem! **Susanne is happy to help you with help and advice.**

Sounds good

Have all your open questions been answered?
Then apply right here with your detailed
application documents.

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