

## Sales Executive (m/w)

We are a leading start-up for mobile enterprise messaging, and currently growing our sales and marketing team. We are looking for a Sales Executive (m/w) in full-time. The Sales Executive will be responsible for driving the Teamwire sales in the DACH region. The Sales Executive will be responsible for identifying and generating new business and growing existing customer accounts. The position requires the ability to work cross functionally to develop excellent relationships with customers, channel partners and within Teamwire. The Sales Executive is an experienced, motivated professional that understands what is required to quickly grow and scale a B2B IT business.

### Your Assignment:

- Develop and manage customer relationships in the business market segment.
- Identify new customer and business opportunities and utilize industry knowledge/affiliations to capitalize new sales opportunities.
- Follow up timely and manage all leads supplied, and drive the sales process and progress.
- Thoroughly qualify all leads and sales opportunities.
- Understand and communicate the business value and ROI of Teamwire to customers (and channel partners).
- Develop executive relationships with customers to ensure alignment and understand decision-making.
- Successfully negotiate and close deals with customers.
- Develop and drive sales execution plans in the DACH region.
- Meet and ideally exceed all revenue targets assigned.
- Present Teamwire and network on exhibitions, industry and channel partner events.
- Be the central point of contact for customers and provide them all relevant information to successfully win the customer.

### Your Profile:

- The ideal candidate will have 5+ years sales and business development experience with proven results.
- In-depth sales experience in selling enterprise IT solutions.

- Proven ability to successfully drive and close IT deals with enterprise customers.
- Proven ability to identify and develop sales and new business opportunities.
- Experience in cold calling.
- Experience in email marketing.
- Experience in managing complex sales processes with channel partners and delivering value added communication.
- Experience with mobility, IT security and enterprise productivity is highly valuable, and passion for technology is a plus.
- Excellent presentation skills with the ability to present to and influence the top management of customers.
- You are reliable, show strong initiative and work independently.
- You are a team player with high energy and a positive attitude and have strong communication skills.
- You have the ability to multi-task, prioritize, and manage time effectively.
- You are used to 40-60% business travel.
- You are fluent in German and English (spoken and written).
- Ideally you have a university degree in business administration or a similar course.

## What We Offer:

- A young, nice and motivated team
- An entrepreneurial organization with no hierarchies
- A workplace where you can constantly learn and personally grow
- Agile, lean and customer-focussed workflows
- Working with smart people in an international environment
- Start-up feeling with creative freedom and personal responsibility
- A position with potential to develop into a management role

## Location:

Düsseldorf or potentially Home Office

## About Teamwire:

Teamwire is a fast, easy to use and secure enterprise messaging app. Teamwire improves the internal communication with colleagues and teams, and increases the productivity of businesses and large corporations. Users can send 1:1 and group messages, post status updates, exchange video and voice messages, and share calendar dates, files and much more. Teamwire fully complies with strong German and European data protection needs and is a completely encrypted solution. The service can be easily managed for the whole organization and ensures company-wide compliance. Teamwire is available for all mobile and desktop platforms as a cloud, private cloud or on-premise solution. More information: [www.teamwire.eu](http://www.teamwire.eu)

Please contact us at [info@teamwire.eu](mailto:info@teamwire.eu) if you want to find out more about an exciting opportunity in our fast-growing start-up. We are looking forward to hearing from you!