

Sales Account Executive Germany

Description

- Identification and persuasion of potential customers, you will also work on your sales pipeline from the first demo phase to the final onboarding;
- Negotiating contracts, with the help of tools like Pandadoc;
- You work closely with customers to ensure a smooth transition to the Customer Success Team and log all relevant information in Hubspot;
- You stay in regular contact with your customers to strengthen the partnership and to discuss contract renewals if necessary.

The position is full-time and offers an attractive salary and benefit package. If you are a success-oriented and high-performing sales professional and would like to work in a fast-growing company in the ticketing sector, then please apply to us.

Qualifications

- Proven experience in the event and/or festival industry, for example as an event organizer or marketing manager. So proven experience in the festival industry.
- Strong affinity and experience in sales;
- Strong communication and presentation skills to effectively demonstrate software solutions;
- Strong negotiation skills and experience in entering into contracts;
- Business fluent German and English skills (business English C1);
- Knowledge of ticketing is an advantage.

Hiring organization

Candidate-1st

Employment Type

Full-time

Beginning of employment

asap

Duration of employment

permanent

Industry

Event

Job Location

Dusseldorf, Germany

Working Hours

40

Base Salary

euro 3000 - euro 5000

Date posted

January 11, 2024

Valid through

29.02.2024