

Sales Manager Job Ad

Job Title: Sales Manager

Location: Munich, Germany

Job Type: Full-Time

Salary: Competitive, based on experience

About Us

TechWave is a leading provider of innovative software solutions that empower businesses to streamline their operations and improve efficiency through cutting-edge technology. With a focus on AI-driven solutions and digital transformation, we are looking for a talented Sales Manager to join our team and help expand our presence in the enterprise software market.

Position Overview

As the Sales Manager, you will be responsible for developing and executing the company's sales strategy, managing a high-performing sales team, and building strong relationships with key enterprise clients. Your focus will be on driving revenue growth and market expansion while ensuring exceptional customer engagement.

Key Responsibilities

- Develop and implement effective sales strategies to achieve revenue targets
- Lead, motivate, and manage the sales team, ensuring continuous professional development
- Build and maintain long-term relationships with enterprise clients and partners
- Identify new market opportunities and expand the company's customer base
- Collaborate with marketing and product teams to align sales initiatives with business objectives

- Monitor and report on sales performance, KPIs, and market trends, making adjustments as needed
- Provide regular updates to senior management on sales performance and market developments
- Negotiate and close high-value deals with enterprise clients
- Ensure high levels of customer satisfaction and maintain strong post-sale relationships

Required Skills & Qualifications

- Bachelor's degree in Business, Marketing, or a related field (Master's preferred)
- Proven experience as a Sales Manager or similar role in the software or technology industry
- Strong leadership and team management skills
- Excellent communication, negotiation, and presentation abilities
- Demonstrated ability to build and sustain relationships with enterprise-level clients
- Strong analytical and problem-solving skills, with the ability to interpret sales metrics
- Proficient in CRM software and sales performance tools
- Ability to work in a fast-paced, technology-driven environment

Preferred Qualifications

- Experience in the B2B software industry, particularly in AI or SaaS solutions
- Track record of success in driving sales growth in a competitive market
- Knowledge of the German enterprise technology market

What We Offer

- A dynamic and innovative work environment
- Competitive salary with performance-based bonuses
- Professional growth and development opportunities
- Comprehensive health benefits and wellness programs
- Flexible working conditions and opportunities for remote work

How to Apply

If you're ready to take on a leadership role in driving our sales growth, we'd love to hear from you.

Please send your CV and a brief cover letter explaining your experience and why you're the perfect fit for this position to careers@techwave.com.