

ROOMZ SA is a fast-growing company from Switzerland. We help companies manage their workspaces efficiently while boosting employee satisfaction. Our solution is a combination of easy-to-install, cable-free and elegant meeting room displays, accurate presence sensors and innovative SaaS software. The system can easily be connected to any existing calendar software such as Exchange, Office 365 or other booking systems.

After a very successful entry into the Swiss market, we are now expanding in different regions like France, Italy, Spain, Germany, Netherlands, UK and more. Would you like to contribute to the success of a young and dynamic company with your market knowledge and network? Do you have the genes of an entrepreneur, are you self-motivated, fully engaged and passionate about your work and new technologies? Are you familiarized by topics like "new ways of work" and "digitalization of the office"?

If so, then join us as an experienced, and dynamic colleague as a:

Sales Executive (m/f, 100%) for Germany

As a Sales Manager, you are responsible of the development strategy in Germany. You have a good understanding of your market, which is characterized by new work concepts and technologies such as unified communications (UCC). Thanks to your network and enthusiasm, you will be able to position our unique technology with potential customers, strategic resellers and system integrators. You will directly report to the Head of Sales & Marketing.

Your tasks:

- Direct acquisition of "Top 100" large customers
- Seek and win new projects and opportunities
- Opportunity management in our CRM system (Salesforce)
- Market and competition analysis
- Creation and development of regional marketing and promotional activities
- Identify potential partners and win them as ROOMZ business partners
- Develop our partnership concept in your region

Your profile:

- Demonstrated commercial success in the telecommunications, IT or other similar sectors in the B2B field
- Strong sales and revenue orientation
- Proved experience in acquisition of new B2B customers in the IT/Telco business
- Experience in partner management (distribution, strategic resellers, integrators) in your regions
- Excellent communication and negotiation skills
- High level of social competence, enthusiastic, independent
- Passioned about your doing, willing to act as an "entrepreneur" in your region
- Willingness to travel within your region

Our offer:

- An exciting task in an innovative and stimulating work environment
- A flat and simple hierarchy and an excellent corporate culture
- A lot of freedom in your doing and the ability to creatively shape your market development
- Possibility of further development within a growing company
- Adequate compensation
- Working from home, out of a Co-Working Office or on the move

More information about ROOMZ: www.roomz.io

Interested? Contact us right now by sending us your CV together with a letter of motivation to Fabien Moine: jobs@roomz.io