

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 talent for understanding the needs of our customers? Are you passionate about selling through phone calls and emails? Are you self-motivated, full engaged and passionate about your doing and new technologies?

If so, then join us as a dynamic:

Inside Sales / Business Development (m/f, 80-100%) for Germany

As an Inside Sales, you are strongly involved in the development of your region as well as supporting the Sales Manager. You have a good understanding of the sales process, you are a good listener, understand needs and challenges of our customers and you have a proven track record of successful selling. Thanks to your passion and enthusiasm, you will be able to position our unique technology and convince potential customers to implement ROOMZ.

Your tasks:

- Lead Management: answer to incoming customer request
- Close collaboration with local partners
- Seek and win new projects and opportunities
- Opportunity management in our CRM system (Salesforce)
- Provide administrative support to the Head of Sales
- Market and competition analysis

Your profile:

- Demonstrated commercial success in sales by business customers
- Strong sales, customer and revenue orientation
- Excellent communication and negotiation skills in German
- High level of social competence, enthusiastic, independent
- Passioned about your doing as well as for new technologies
- Willing to work from home or out of a Co-Working Office

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
- Possibility of further development within a growing company
- Adequate compensation
- Working from home or from a Co-Working Office

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