

Sales Manager:in (m/f/d) at IT Startup Düsseldorf / Ruhr Area

As Sales Manager / Account Executive at PINPOOLS you are responsible for the acquisition of new B2B customers - from the initial contact to the conclusion of the contract. The job offers you the opportunity to inspire potential new customers with digital solutions, to grow further with a dynamic company and the chemical market.

Your tasks

You are responsible for:

- Communicating with potential customers via phone, LinkedIn and email.
- Initial meetings to develop the strategic narrative with new customers
- Software pitches via video call to present our data intelligence solution
- Building and managing your own sales pipeline in the CRM system
- Preparation of offer contracts and conduct of negotiations
- Participation in events and conferences to gain qualified leads
- Participation in the development of innovative sales concepts

Your profile

You have several years of experience in sales of chemicals or software products:

- You have successfully completed your university studies, e.g. in the field of business administration/IT/business informatics, or have in-depth knowledge and practice in sales based on a comparable field or training.
- Your passion is communication and you convince with customer-oriented solutions, strong presentation and negotiation skills.
- You act proactively and always keep an overview even in a very flexible environment through a structured way of working.
- You have a high online affinity, are confident in using common office programs and have experience with sales tools.
- Your German language skills are business fluent in written and spoken and you have a fluent command of English.
- Ideally, you have some experience in the chemical industry/ procurement software/ market intelligence services.

Our offer

You can look forward to:

- Competitive OTE salary package incl. variable compensation
- Flexible working hours and the possibility to work remotely
- A wide range of opportunities for personal and professional development
- Collaboration in an agile, motivated team with flat hierarchies and fast decision-making processes
- Your ideas become part of a larger vision
- Excellent work culture in a rapidly growing, ambitious team

Your PINPOOLS Team

We are happy to get you application via this e-mail 😊: apply@pinpools.com