

Sales Manager full-time (f/m/d)

JENTIS, the Viennese start-up of serial entrepreneurs Thomas Taucher, Klaus Müller (Ex- Googler) and 3 Co-founders, excels through its digital competence – a result of the founders' 75 years of professional expertise in a variety of digital companies.

In an era of constant change through the developments in artificial intelligence and data tracking as well as changing regulatory requirements, the team's mission is to empower data-driven companies with their breakthrough SaaS solution.

Over the last years, the team developed a unique product which some well-known companies are already adopting successfully. At the beginning of 2020, the company raised capital with notable business angels to spur the growth of its operations. The founders put considerable effort in the formation of a positive business culture, which shall be fostered by the first employees and pioneers.

Requirements:

- Minimum 3 years of work experience in performance marketing
- Experience in customer consulting and respectively sales of digital products and services
- Technical expertise regarding marketing stack (Google/Facebook/Programmatic Advertising/..)
- Customer- and service orientation
- Strategic thinking- and working style
- Enthusiasm for web-technologies and data
- Excellent English and preferable also German communication skills
- You are passionate to contribute actively through the entire development process
- You have great ideas and can't wait to bring them to life
- You love problem-solving and are eager to learn
- You have a strong work ethic, high flexibility and independent working style

You will be in charge of:

- Acquisition of new leads and customers
- Giving input for further product development
- Developing and maintaining relationships with customers
- Customer relationship management
- Self-dependently initiate starting points to scale our business further

As Sales Manager you evangelize potential clients for our unique and innovative product. You are passionate about Online Marketing and are able to pursue the potential of our approach to customers. You generate test trials & leads and place contracts. You identify business opportunities and contribute directly to the development of our product and the growth of JENTIS. You report directly to the Sales Director and make your own decisions. This independent working style requires high degrees of responsibility.

Take advantage of the modern flat hierarchy of a real start-up, flexible working hours, motivated colleagues and an excellent transport connection (U4/U6 Längenfeldgasse) .

Annual Basic salary according to collective agreement classification starting at EUR 40.540 (fixed) + commission (overpayment according to qualification and experience)
Additionally we offer an attractive employee shareholder program

We look forward to hearing from you. Apply now at jobs@jentis.com

Jentis GmbH

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