

A new era of Product Designing!
Let algorithms do the work for you.

Senior Sales Manager (m/f/d)

3D Printing, Cloud Software, Start-Up: combined in one Job

Full Time, Permanent

Ready to use your communication and analytical skills? Are you ready to sale across industries? Want to contribute to building innovative applications for our customers?

Then this is the perfect job for you!

Hello, we are trinckle, an ambitious and award-winning tech Start-Up in **Berlin**. 3D printing is our specialty and our software, **paramate**, automates 3D-designing and enables **mass-customization of 3D-printed products**. Our high-performance, easy to implement cloud solution is a tool for making innovative customizing applications. It is used for a wide range of industries, from mechanically optimized robotic components to patient specific orthotics. And along with the 3D printing world, our team is growing and developing as well. We are looking for a **Senior Sales Manager** to strengthen our Sales Team.

At trinckle we believe in the quality of our teams and respect all styles. While there are certain roles that require us to be the office, our workforce is inclusive. The Senior Sales Manager meets twice a week (preferably face-to-face) and interacts directly with our **B2B** accounts. We allow **Hybrid** to do those sales campaigns, emails and calls, etc., our workforce is equipped. The Senior Sales Manager is the primary point of contact for sales related issues and must have a deep understanding of trinckle's products and services.



What to expect is waiting for you! Check out page 2/2

Responsibilities:

- Develop a detailed cross-industry sales plan for each account that leverages our strengths, customer needs, competitive positioning, and pricing strategy
- Obtain and/or transcend revenue goals by formulation and execution of new business opportunities
- Evolve sales pipelines and qualify prospective customers to meet or exceed goals
- Use CRM system to generate reports on account status, pipeline status, etc.
- Work with marketing department to develop effective lead generation programs and drive awareness of product offerings
- Able to work within company protocols
- Contribute to the company's overall sales process and strategy
- Lead the sales team to reach revenue and customer satisfaction goals
- Present and articulate the company's competitive advantages
- Collaborate with Marketing, Product Management and Application Developers to develop superior applications and content for lead generating, webinars, and email campaigns

Knowledge, Skills, and Abilities:

- Bachelors, Masters or Higher
- 3-5+ yrs. Experience (modern tech, AM or CAD is a plus)
- DACH experience (considered positive)
- Pipedrive, HotSpot or expert CRM experience a must
- A true understanding of startup culture (considered a plus)
- Exceptional communicating skills both in German (B2 - C2) and English (B2 - C2)
- Comfortability with Slack, Jira/Monday, Sales Navigator or LinkedIn (nice to have)
- Strategical decision making, creative negotiations and marketing strategies
- Experience with CAD modeling is a plus

This is what we offer:

- A competitive compensation (plus variable)
- Loft Office in the heart of Berlin-Kreuzberg
- A Diverse, Equitable, Inclusive and Belonging Workplace
- Regular company events (video game nights, kayaking, etc.) and international team cooking
- 28 Days Vacations
- Learn about cool technologies (3D printing, algorithm driven design, cloud computing, etc.)
- Notebook (Hybrid equipped)
- Variable Goal/Bonus (More in the 2nd & 3rd Interview)
- Choose the way you work, use your favorite tools
- Friendly, international and motivated work culture of coworkers

Interested? Then apply now or send your application to jobs@trinckle.com or our HR Lead raphael.qpw@trinckle.com. Please include your CV/Resume, salary range, and earliest start date.

We're excited to meet you!