

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

Junior Sales Manager (m/f/d)

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

Full Time, Permanent

Are you a driven and ambitious individual? Passionate about sales and technology?
Looking for a challenging and rewarding career in sales?

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. Experience the future of the 3D printing world with us at trinckle as we grow and develop. We are looking for a Junior Sales Manager to support our Sales & Marketing 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 Junior Sales Manager meets twice a week (**in-person**) and supports the Sales team. We allow hybrid working possibility to support those sales department campaigns, emails and calls. The Junior Sales Manager is responsible for researching and evaluations of prospects, advising clients on advantages of our software paramate and identifying new innovative applications for it.



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

Responsibilities:

- Diving into various industries and 3D printing use cases (conceptual strength and flexibility) and supporting C-level and Senior Sales colleagues on key B2B accounts
- Support and/or transcend revenue goals by formulation and execution of new business opportunities and networking
- Contribute to 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
- Contribute to Sales team in meeting their quarterly and yearly goals
- Generate qualified leads through email campaigns, content marketing, social media outreach, trade shows, etc.
- Support the Sales team in developing quotes and proposals that meet customer needs
- Relationship management with clients from lead generation to close

Knowledge, Skills, and Abilities:

- Recent graduates, Bachelors, Masters or Higher
- 1-2+ yrs. experience (modern tech, AM or CAD is considered a strong plus)
- DACH experience (considered a plus)
- Pipedrive, HubSpot or CRM experience
- A true understanding of startup culture (considered a plus)
- Proficient communicating skills both in German (B1 - C2) and English (B2 - C2)
- Comfortability with Slack, Jira/Monday, Sales Navigator or LinkedIn (nice to have)
- Strategic decision making, creative negotiations and marketing strategies
- Experience with CAD modeling is a plus

This is what we offer:

- A competitive compensation
- 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)
- 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.gpw@trinckle.com. Please include your CV/Resume, salary range, and earliest start date.

We're excited to meet you!