

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

This is not a regular sales job! This is your chance to have **strong impact within a young team** and one of the most inspiring and dynamic tech industries these days - 3D printing. Not only will you help us strengthen our growing position as pioneer for 3D printing software, but you also **develop tomorrow's disruptive business models** for our customers.

Join our **business development, sales and marketing team in Berlin** to actively seek for new business opportunities, build relationships with our customers and establish best best-practice workflows in our team. We are a start-up, there are various ways to contribute and stand out!

We are an ambitious, award-winning, tech Start-Up from **Berlin - working in the field of 3D printing**. We are backed by a strong and reliable VC investor. Our cloud software **paramate automates 3D-design** process and enables **customization of 3D-printed products**. We build innovative applications for our customers, ranging from robotic components to individual wearables or patient

Who we are looking for?

- As our Senior Sales Manager (m/f/d), you will structure and manage sales channels and campaigns on your own responsibility. Believing in flat hierarchies, we want you to bring out the best in you and positively influence the team around you.
- Generate and convert leads into closed deals! Your journey does not end here: team up with our application developers to realize design workflows in the implementation phase. By converting our client projects in success stories you create strong relationships and generate high-class content for future our marketing outreach.
- Identify new markets and potential applications for our software and create promising leads. At trinckle you do not “only” sell a product, but you develop innovative business models with our clients across various industries. Plenty of room to use your conceptual strength, flexibility, communication skills and open mind.
- We are a young team. Bring in your sales experience to improve our processes wherever you can!

This is what we expect:

- You have +4 years proven work experience in a tech-related business development or sales role.
- You should be able to work independently in a structured manner. At the same time, you are a team-player appreciating interaction with people from various professional and cultural backgrounds.
- You adapt to new situations quickly and learn fast; you also have a keen interest and a good understanding of how modern technologies work
- Excellent verbal & written communication skills in both English & German (a significant share of your target market will be in DACH, while our internal team language is English).
- If you have experience and knowledge in the field of 3D printing, CAD and/or SaaS you will impress us even more.
- Most importantly: we look for colleagues with a positive can-do mindset.

This is what we offer:

- A welcoming, international and motivated team
- A competitive compensation and benefits package
- The flexibility you need:
 - No matter if early or late riser, we want you when you are at your best
 - If you need to balance work and private life, we offer flexible working hours
 - Work preferably on-site with home office flexibility
- Team events, team cooking, free drinks etc.
- Beautiful office loft in green and quiet environment in best Berlin-Kreuzberg area
- Ambitious VC-founded tech Start-Up with founders who love what they do
- See your impact: you get the full picture of a Berlin-based Start-up and actively shape your future role and possibly even the whole company

Interested? Then send us your application to **jobs@trinckle.com**, your contact person is Ole von Seelen. Please include a wage range and earliest possible start date with your application.

We look forward to meeting you!