



B2B Sales Specialist in Munich (m/w/d)

Vizoo GmbH, Johann-Karg-Str. 30, 85540 Haar, Germany

About Vizoo

Vizoo was founded in 2013 and provides solutions in the area of material digitization. Our cutting-edge hardware and software *made in Germany* generate true to life materials and fabrics is a foundational component for 3D fashion and product visualization. Vizoo consists of a competent and diverse team of 25 employees from 9 countries united by the passion for digitization and automation, located in two offices in Germany as well as one in the US.

The main products, the xTex scanner and xTex software, capture the visual properties of a material's surface and process the data into seamlessly repeatable 3D texture maps. Furthermore, using an experienced team of 3D artists, Vizoo offers a material digitization and render services.

After more than 8 years in business, thanks to the drive of our people, Vizoo has established an excellent reputation delivering innovative hard- and software as well as high quality services. Vizoo products are part of the digital transformation efforts of the biggest automotive, interior & fashion companies. Together with a worldwide network of partners, the Vizoo xTex scanner is distributed and used in more than 40 countries to create digital materials for all kinds of application areas like 3D design, virtual showrooms and configurators.

For more information visit www.vizoo3d.com | [Instagram](#) | [Youtube](#) | [linkedin](#) | [fashionprompts](#)

B2B Sales Specialist in Munich (m/w/d)

Vizoo GmbH, Johann-Karg-Str. 30, 85540 Haar, Germany

What we are looking for

We are looking for a Sales specialist to work in our Munich office. As part of our sales team your task is to support the entire sales process for our global customers. Your expertise will help us generate sales opportunities, pitch solutions to new clients and grow our revenue.

You outline the relevance of our products in the materials sector with dedication to creating and applying an effective sales process. As the face of the company, you establish a trustful relationship with our prospects and clients from interior brands as well as manufacturers and fabric mills.

Your Responsibilities

- Understand sales strategy and target audience to prospect and qualify new sales leads, generate sales opportunities as well as identify new sales channels
- Support and help to further develop the existing sales processes & strategy to ensure consistent growth of the company
- Build strong and long-term ongoing customer relationships by scheduling meetings, regular calls and attending industry relevant events
- Create, plan, and deliver presentations or other sales related material on company and products
- Work closely with the customer success teams to provide outstanding presales experience and excellent after-sales support
- Quote and negotiate prices and credit terms, while navigating through the procurement process and completing contracts
- Establish good working relationships with Marketing, to find new leads and new markets globally as well as identify, and develop customer reference
- Track and report sales performance, activities and sales pipeline

What you should bring

- Your passion lies in sales and customer service and you already gained work experience in such a position (preferably SAAS software, B2B); alternatively, you are a 3D professional and want to dive into the sales and customer services world
- Degree in International Business, Economics, similar qualification or working experience in a relevant position with passion to sales
- Outstanding communication and presentation skills in English; German and other languages are a plus

- Proficient in Microsoft Office (Excel, Outlook and PowerPoint) and CRM experience
- Entrepreneurial Mindset: Be proactive, highly motivated as well as future-oriented to add value to our customers
- Curiosity around the world of 3D technologies, digitization and fashion

What we offer

- Don't just sell anything: delight your customers with an innovative quality product which drives sustainability
- Be part of a passionate, international, and diverse team and a fast growing company with flat hierarchies
- Experience a highly dynamic work environment where you can bring in your own ideas
- Together we are strong - let's grow your career by developing your strengths further
- Participate in the creation of innovative products that are utilized by the biggest brands and manufacturers of the fashion, interior, and automotive industry worldwide
- Part time contract possible (minimum 60%)
- Flexible working hours, adjustable to your lifestyle
- Free fruit, coffee, drinks, and petting the office dog

If you are interested, please send your CV and application letter to jobs@vizoo3d.com, and hopefully see you soon.

Your HR contact:

Ms. Judith Frenzel

Tel: +49 (0) 89 379 176 47

Email: jobs@vizoo3d.com