



(Senior) Sales Manager B2B 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](#)

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What we are looking for

We are looking for an ambitious and experienced Sales Manager to work in our Munich office. By developing an highly effective sales strategy you are the driving force to improve our revenue generation pipeline and expanding our client base worldwide.

You outline the relevance of our products in the materials sector and establish a trustworthy relationship with our prospects and clients from interior brands as well as manufacturers and fabric mills.

Your Responsibilities

- Develop and implement sales strategy, improve existing processes and tools
- Full responsibility for sales revenue growth of our company
- Generate sales opportunities, pitch solutions to new clients and grow our revenue.
- Build strong and long-term ongoing customer relationships
- Create, plan, and deliver outstanding presentations and pitches on company and products
- Work closely with the customer success 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 excellent strategic working relationships with Marketing, to find new leads and new markets globally as well as identify, and develop customer reference
- Implement KPIs and set targets, track and report sales performance, activities and sales pipeline
- Onboard and coach our sales staff to learn best in class sales processes and maximize performance
- Provide quantitative and qualitative updates to the CEO and the senior management, setting the sales roadmap

What you should bring

- Your passion lies in sales and customer service, and you have already gained a minimum of 5 years of relevant work experience in such a position (preferably SAAS software, B2B, start-up, fashion technology or 3D applications)
- You deliver concise and convincing presentations and are an outstanding communicator in English (German or other language is a plus)
- Proven track of revenue growth strategy and / or customer base expansion

- Significant experience in setting up SaaS sales engine from lead to conversion.
- Outstanding communication and presentation skills in English; German and other languages are a plus
- Experience in building up and leading a team is 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 fashion and 3D digitization

What we offer

- Don't just sell anything: delight your customers with an innovative quality product which drives sustainability
- Vizoo and its products do have an outstanding reputation and a respectful and good working relationship with its clients (biggest brands and manufacturers in the fashion, interior, automotive and fabric industry)
- Possibility to grow with us and build up a high performance Sales team
- Bring in your ideas, implement your own processes and tools
- Close working relationship with company management
- Be part of a passionate, international, and diverse team and a fast-growing company with flat hierarchies
- Experience a highly dynamic work environment in a fast-growing company
- Part time contract possible (minimum 60%)
- Flexible working hours, adjustable to your lifestyle
- Free fruit, coffee, drinks, and petting the office dog
- Ability to travel

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

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Email: jobs@vizoo3d.com