

Junior Sales Manager (m/f/d)

Seek
to Peek



New Ways of Traveling

We are an international start-up company specialized in the development of applications for touristic information about hiking trails and walking tours. We now intend to expand our services by offering comprehensive digital advice for people going on holiday abroad.

Seek to Peek plans to create software solutions to tourists with the involvement of a wide range of foreign companies and organisations in the tourism industry from hotels, restaurants, cultural institutions, public transportation to medical supplies etc.

Our company is based in four different locations: **Rovinj**, Croatia - **Vilnius**, Lithuania - **Talavera**, Spain - **Munich**, Germany. Our goal is to make city trips easier to manage and more exciting for individuals and groups of all ages. All our employees are very motivated and open-minded young people. Together, we create an atmosphere that combines start-up culture with a professional corporate environment.

Responsibilities

As Junior Sales Manager, you will develop your sales skills - from generating first contacts with customers (lead qualification), through product demonstrations, contract negotiation and successful deal closing.

- That includes finding creative ways to attract users for our App as well as gaining contact with companies in the broad field of tourism in our Croatian, Lithuanian, Spanish and German markets.
- Build, develop and manage the entire sales cycle from App Store Optimization, using Social Media, creating in-App purchases or in-App advertising tools etc.
- Create solutions, overcome objections and build advocates.
- Travel to customer locations and customer focussed events regularly.
- Work closely together with our IT-Software Engineers.
- Report regularly on your work progress and forecast of sales opportunities to our team.

What we Offer:

Your onboarding will include workshops and mentoring, which will help you to reach your goals in a smart and efficient way.

- You will learn everything you need about our App for New Ways of Traveling.
- You will learn how to successfully execute product demonstrations (online/off-line).
- You will have travel opportunities to your key markets and meet prospects, run events and visit conferences for gaining new customers.
- We are offering an exciting and challenging opportunity in which creativity is very much appreciated. You will be involved in a high-performance team and play a major role in the success of the company.
- You will meet a family friendly and informal corporate culture with flat hierarchies.
- Free fitness membership, internal sports courses and in-house gym.
- Apart from an attractive earning potential, exceptional development opportunities and a vibrant environment, you can expect to be part of a dynamic and driven team.

Required skills & experience:

- You gained first relevant experience in a sales position.
- A degree in economics or business studies is desirable.
- You are keen to learn sales in a professional and international business environment.
- You are able to work independently, work goal oriented and drive own initiatives.
- Willingness to travel is needed because of working across different regions in Croatia, Lithuania, Spain and Germany. You need to have an international attitude and an interest for diverse business cultures.
- Strong negotiation and closing skills. Ability to develop close relationships with customers at all levels
- High accuracy, excellence in execution, structured way of working.
- Proactive mind-set, high customer- and service orientation.
- Good skills for communication, coordination, presentation and demonstration in English are required.
- Strong general computer skills with knowledge and interest in digital marketing.
- You are a quick learner, you are used to succeed in a competitive environment.
- You have a proactive, positive and entrepreneurial mindset with excellent social networking capabilities.
- Team players are very welcome.

Would you like to get in touch with us?

If you are interested in working in a challenging and fast-growing environment for *Seek to Peek* – New Ways of Traveling, please submit your complete application (cover letter, CV, relevant references and certificates plus video application) with details of your desired salary and possible starting date to our *StP*-career portal or per e-mail.

