

Role Description

Sales Manager (m/f/d)

You are an expert in digital transformation and bring a great passion for sales? You are a true leader; you enjoy building sales processes to achieve the best results and you have a talent for understanding the challenges and needs of our customers?

For you, it's not just about what you do, but also about the surrounding environment? An inspiring, motivating, but also appreciative corporate culture is important to you? You are a team player and value a respectful and supportive team spirit?

Then welcome to maguro professional services!

As a Sales Manager, you are the first point of contact for our sales team and, together with the company management and our consulting teams, develop the sales structures to achieve our corporate goals.

You are responsible for:

- Leading the employees in the sales team,
- Supporting the achievement of global revenue goals,
- Developing and implementing sales strategies,
- Conducting research to identify new trends, markets, and customer needs,
- Identifying new business areas and potential customers, as well as building and maintaining long-term customer relationships,
- Collaborating closely with our marketing and consulting teams to ensure that sales activities are aligned with corporate goals,
- Observing and analyzing sales metrics,
- Continuously developing our portfolio together with our teams and partners,
- Training, supporting, and developing new employees in the sales team.

You bring the following qualifications:

- A strong consulting mindset and customer and team orientation combined with high initiative,
- Several years of experience in leading sales teams and developing sales strategies,
- A completed degree in business administration, marketing or comparable education,
- Excellent knowledge of identifying new business opportunities and building customer relationships,
- Excellent professional competence, good analytical skills, as well as convincing sales and negotiation skills and (very important!) a lot of fun and joy in customer care and digital transformation,

- And last but not least... a high level of social competence, empathy, and excellent communication and presentation skills in both German and English.

Our offer, your advantage:

In addition to a challenging and responsible role with plenty of room for creativity, we offer an environment where you can develop and grow, while feeling safe and supported. We place particular importance on a culture of appreciation, team spirit, respect, trust, and support.

Our offer also includes:

- ***Mobile working and flexible working hours*** – our employees decide for themselves when and where they work best and can balance their private and professional lives well, whether virtually from home or in person at the office, we provide plenty of space for exchange, collaboration, and creative ideas.
- ***Learning, developing, and growing beyond yourself*** –
 - building new skills through training and further education opportunities, leadership and mentoring programs,
 - receiving new perspectives through team development, coaching, feedback, and development discussions,
 - and trying something new with job rotation and various project and partner formats.For us, (people) development is not just a benefit, it is part of our DNA and indispensable for not only surviving but also growing and unfolding in a constantly changing world. Let's rock the challenges!
- ***Growing together, benefiting together*** – our employees are at the center of our business! Only with satisfied, engaged people who enjoy what they do, will we be successful together! And for this reason, we want to share our success with our employees and offer maguro stock options.
- ***Together for a better world*** – sustainability is a matter of heart for us; whether it's sustainable mobility with a job ticket or business trips by train, regional organic products in the office kitchen, or corporate philanthropy models (www.pledge1percent.org)... together with our employees, we decide where we can make a real contribution to more sustainability and thus make our world a little bit better.

Do you identify with the tasks, description, and our corporate culture?

Great! Then apply now at hello@maguro.de.

We look forward to hearing from you! 😊