



FULL-TIME JOB (REMOTE)

SALES MANAGER GERMANY (SaaS)

About Us

At [Filestage](#) we believe that broken workflows poison teams with miscommunication, friction, and frustration. Our mission is to fuel creative teams with a rock-solid workflow. With our software, we empower people to produce great results together and build healthy and meaningful relationships at work.

Over 500 companies (and growing!) all over the world like Lufthansa, Canadian Tire or Rabobank benefit from happier and more productive employees with Filestage. We work hard to build great things together—and make time to celebrate our accomplishments.

Your mission

- **You own the sales cycle.** You take ownership for the German speaking market. You nurture inbound leads throughout the entire sales cycle (demos, follow ups, problem solving). With every closing, you have a direct impact on the growth of our company.
- **You drive outbound campaigns:** You plan, execute and constantly improve outbound campaigns for the German speaking market and generate additional leads.
- **You create value for our new customers.** You develop a deep understanding of the needs of our customers and help them to optimize their workflow. You provide customer feedback to the product team.
- **You optimize the sales funnel:** Together with the sales team you systematically improve the sales processes.

You're good at

- **You have 2+ years of proven SaaS sales experience.** You've had prior success in SaaS sales and want to take it to the next level.
- **You are fluent in German and English** and have fantastic written and verbal communication skills. French is a plus.
- **You love connecting with people.** You know the definition of *empathy* without checking Wikipedia and put it into practice daily.
- **You take ownership.** You are filled with passion to take responsibility. You are an energetic self-starter who loves to get things done.
- **You're cut out for remote working (in case you choose to work remotely).** Ideally, you have already worked remotely in the past.
- **You are a team player.** You understand that we can only be successful as a team. Like everyone else in our great team, you are fair, honest and respectful - and you are ready to have a lot of fun.

This is what you get

- **You have the freedom to work wherever you want.** Come work with us at our office in Stuttgart (Germany) or work remotely.
- **You have a steep learning curve** by working hands-on together with highly talented minds.
- **A fair compensation.** You get a fair base salary based on your skills and the option to participate on the long-term success if you're a high performer.
- **Your opinion matters and your work is valued.** You have the chance to make a difference and grow our sales team together with our CEO.
- **You're tired of useless meetings and slow decision making?** We have flat hierarchies, no bullshit meetings and we move fast.
- **You work with top-notch technologies and lean processes.** We use Slack, Asana, Hangouts -and of course Filestage- to communicate efficiently.

What are you waiting for?

To land this gig, please apply here: <https://goo.gl/forms/OBCg3iKyhpGbFSWx1>

We're looking forward to your application!



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