



Sales Representative

Position Summary

Inventorum is developing an innovative platform for local retailers to run their day-day business while simultaneously and effortlessly selling through multiple channels of e-commerce such as their own webshop or Portals such as ebay.

We are passionate about equipping small businesses with big business tools so they can better compete and be more profitable. Eventually we want to empower and encourage consumers to shop locally through easy-to-use search tools. Bottom line: We want small businesses to thrive and grow.

As Sales Representative you will report to the Head of Sales and be responsible for acquiring new customers. You will be playing an integral role in driving revenue for the company and be an important element to the future success of our business.

Responsibilities

- Develop and execute a sales strategy to approach local retail stores.
- Create a leads list through personal contacts, public directories or paid services.
- Establish initial contact and create interest in our solutions by personal contact, telephone or email.
- Convert leads into opportunities by establishing a trustworthy relationship with the potential client.
- Compose convincing and well-written proposals for current and prospective customers.
- Close deals!
- Manage sales process in CRM
- Provides Sales Management with accurate sales forecasts and reports on sales activities.

Requirements

- 3+ years experience selling SaaS solutions in B2B.
- Excellent sales and communication skills.
- Retail experience preferred.
- Experience with CRM tools such as Salesforce or ZOH0.



- Able to manage high-pressure situations and flexible working hours.
- Agree to a commission-based salary structure.
- Willingness to travel, attend prospect meetings, and deliver client presentations.
- Fluent in German and English.
- Passionate about working in a fast paced start up.

Job Location

Berlin, Germany

About Inventorum

Inventorum is everything a start-up should be. We are led by a Silicon Valley veteran and supported by a German serial entrepreneur. We care about our employees. We are creating a vision-driven killer product and are striving to make our customers happy. We work hard but respect people's lives, expect excellence and encourage personal development.

We reside in a loft in Berlin-Mitte, the new hub for start-ups in one of the best cities in the world. Its history, culture, and quality of life are well-known. Housing is still cheap here, you get a full meal for 5 Euros and for families there are great international schools and day care centers.

We are looking for men and women who are passionate, understand the urgency of start-up setting and take pride in the ownership of their tasks while functioning fully in a team setting.

For this position, Inventorum is looking forward to hearing from applicants with sales experience. Our compensation is competitive in salary and includes all the benefits of German social security. We are an equal opportunity employer and encourage anybody to apply who feels to be up to the challenge.

Contact

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