



WE ARE LOOKING FOR A

(Senior) Sales Manager (m/f/d)

Location: Munich / remote, full-time

About VRdirect

We are a Munich based tech-company with the mission to democratize the Metaverse. Virtual Reality – as proven technology – paves the way for our enterprise customers to easily access innovative ways of working and it drives efficiency for a lot of business processes.

Check out how this looks in daily business [here](#) and if you want to dig deeper into how our platform looks like, just visit: <https://www.vrdirect.com/platform>

Job Description:

We are seeking an experienced (Senior) Sales Manager to join our team at VRdirect. The main focus of this role will be driving SaaS sales especially for large enterprise clients. The main focus will be the DACH region but operating globally and closely connected to our US team. The ideal candidate will have experience in SaaS sales, a passion for technology, and a strong interest in Virtual Reality.

Key Responsibilities:

- » Identify and target potential enterprise clients in the DACH region and globally
- » Develop and implement sales strategies to drive revenue growth and meet sales targets
- » Build and maintain relationships with key decision makers and stakeholders within large blue chip clients
- » Collaborate with cross-functional teams to ensure client satisfaction and successful sales
- » Stay up-to-date on industry trends and competitor activity to inform sales strategies
- » Identify and capitalize on growth opportunities

Qualifications:

- » Proven experience in SaaS sales, preferably in the virtual reality or technology industry
- » Strong communication and negotiation skills
- » Ability to build and maintain relationships with enterprise clients
- » Passion for technology and a strong interest in virtual reality
- » Experience working in a fast-paced and dynamic environment
- » Fluent in German and English

Opportunities for growth and professional development will be provided in this role. If you are excited about the opportunity to work with cutting-edge virtual reality technology and drive sales for a rapidly growing company, we encourage you to apply: jobs@vrdirect.com.