



WE ARE LOOKING FOR A

## **Sales & Strategic Partnership Representative (US) (m/f/d)**

Location: Work from the comfort of your home (Bay Area preferred), full-time

### **About VRdirect**

VRdirect is the easiest solution for enterprises to get started with Virtual Reality!

The solution enables corporates, agencies and content creators to develop, deploy and publish VR applications without expert knowledge. Using the platform, projects can be published on all VR-enabled devices, mobile devices and web browsers and are available worldwide, around the clock.

VRdirect can be used across all departments. Use cases range from Virtual Tours and Training & Onboarding to Marketing & Sales and Product Visualization. Corporates such as Nestlé, Siemens and Porsche show how it is done: Internal teams create their own use cases/VR projects fitting to their requirements and needs.

### **A variety of exciting tasks waiting for you:**

This role is the perfect opportunity for someone who wants to grow together with a German VR company that wants to massively scale up business in the US market.

We offer you the opportunity to help shape many things from scratch and to bring in and implement your ideas both strategically and operationally at any time.

### **This is what you can expect in our everyday work:**

- » Full responsibility on boosting sales in the US (incentivized)
- » Meetings with clients to present the VRdirect platform and close deals
- » Establishing strong relationships to our tech-partners (especially in the Bay Area)
- » Building strong relationships with all kinds of strategic partners across the US
- » Working close with the management team to set up strategic roadmap for the US market
- » Attending expos and conferences to represent VRdirect

### **What would you bring to our team?**

We are looking for Sales Consultants, who are considered to be experts in Sales and especially having these skills in their toolbox:

- » Closing skills
- » Prospecting skills
- » Strong negotiation skills
- » Presentation skills
- » Client relationships
- » B2B experience

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And additionally we are looking for these qualifications:

- » BA degree preferred
- » 5-7 years of experience B2B sales
- » Someone who is self-motivated and a team player
- » Performance orientation
- » Prioritize and perform duties in a timely manner
- » Proficient in Microsoft Office: Excel, Word, and basic software applications
- » Optional: Experience in VR environment

### What's in for you?

- » A diverse, global company full of intelligent, friendly people from all over the world, ready to share and execute ideas with you
- » An agile environment with a lot of opportunities in growth hacking
- » A competitive salary combined with performance incentives and bonuses
- » Remote first company; Work from the comfort of your home (Bay Area preferred)

If this sounds exciting for you we would be more than happy to have a first virtual interview with you. Therefore please send in your application including a brief cover letter and a CV to: [jobs@vrdirect.com](mailto:jobs@vrdirect.com)