

Sales Manager - DACH (f/m/d) Remote and Ulm

YOUR MISSION: As a Sales Manager (f/m/d)* at P19 GmbH, you will play a pivotal role in driving our business forward. Your efforts will be central to scaling our revenue engine to become both predictable and scalable. You will be a key driver of revenue by actively sourcing new business opportunities, particularly focusing on enterprise prospects.

IN THIS ROLE YOU WILL:

- Collaborate closely with our marketing team and enterprise account executives to build a robust revenue engine.
- Identify, analyze, and evaluate new market growth opportunities and develop outreach plans to capture new customer opportunities.
- Take ownership of the sales pipeline by generating outbound leads and developing new sales opportunities.
- Build and nurture relationships with clients, providing them with insights into P19's innovative AI platform.
- Assess client challenges, align with their needs, and demonstrate how P19's platform can deliver significant value and a strong return on investment.

Good to know:

- LinkedIn Sales Navigator, Pipedrive

WHAT YOU BRING TO THE TABLE:

- 1+ years of experience in a customer-facing role, consultancy, or other fast-paced environments.
- Excellent interpersonal skills - you thrive in conversations and are most comfortable when engaging with people.
- You are coachable, passionate, curious, and competitive (yet humble).
- Basic knowledge of SaaS and B2B lead generation.
- Fluent in German and English.

WHAT'S IN IT FOR YOU?

- Be part of a dynamic and driven team with flat hierarchies and a collaborative company culture.
- Attractive compensation package to reward your hard work and dedication.
- Training and development budget for conferences and courses to ensure continuous professional growth.
- Flexible working hours, 20 vacation days, and workation opportunities.
- Regular team events
- A remote or in a beautiful office with flair in the heart of Ulm with all the conveniences.

Is something missing here? Reach out and let's talk about what else you need for your ideal next growth opportunity.

Your recruiting process at P19 GmbH:

1. Recruiter video call
2. Challenge Task
3. Expert interview(s)
4. Meeting the team

Applications can be sent here: hello@p19gmbh.de