



## SALES MANAGER DACH

Due to our strong growth and internationalisation, we are looking for a SALES MANGER *DACH* based in our German office in Cologne. You will deliver consultancy to existing clients and help the local sales team with the onboarding of new clients.

AB Tasty ([www.abtasty.com](http://www.abtasty.com)) is the French market leader for A/B & MVT testing as well as the customisation of content and user experience. We are a young and dynamic team who are passionate about delivering great performance, high efficiency and entrepreneurial innovation. You'll enjoy a relaxed working atmosphere working with many clients in media, e-commerce and lead generation such as Axa, Allianz, Conrad, Cartier, France TV, Etam, Kreditech, Bouygues Telecom, Photobox and many more.

### THE POSITION: SALES MANAGER

Due to our strong growth in the European Market, we are looking for a native German sales person to support the development of our testing and content-customization tool (A/B and multi-varied) abroad.

Within the German team based in Cologne, you will support business development and the signing of new customers in Germany, Austria and Switzerland.

1. Business development: Qualification of targets, leads generation, action plans developing and management of their own group of customers, making appointments, responding to tenders.
2. Commercial negotiations: Determining the most suitable offer for the customer, products and services presentation, writing business proposals, signing sales contracts.

This position will be of interest to candidates who wish to invest themselves in a young structure and be a part of its expansion. Hunter mentality preferred!

### PROFILE AND EDUCATIONAL REQUIREMENTS FOR THE POSITION:

Native Bilingual German + working English required  
Business Studies (Master, Business School...) and 2 years of experience in a sales function  
Strong interest in the world of web, SaaS, new technologies, Mobile Apps...  
Excellent interpersonal skills, enthusiastic personality, motivated  
A similar experience and network in the German market is a plus

### SALARY AND BENEFITS:

- Fixed and variable salary.
- Working in an international team will strengthen your inter-cultural skills
- You will receive a training in our headquarter in the heart of Paris

Please send a cover letter (including salary requirement) and a CV to [cornelia@abtasty.com](mailto:cornelia@abtasty.com)