

Sales Manager (EMEA).

The sales and customer success team at Ciara is responsible for winning new customers, helping them to use to Ciara, love it, and share it with their colleagues. As Sales Manager, you will be responsible for prospecting, meeting new customers, and closing deals. You will collaborate with different professionals, build long-lasting relationships with customers, work closely with the marketing team, and actually see your contributions to Ciara's success pay off.

YOUR OPPORTUNITIES.

- ✓ Take the lead on our outreach strategy to generate leads and develop new strategic partnerships with target companies.
- ✓ Have relentless motivation and passion to prospect, find new customers (both from marketing generated activity and outbound selling), and develop long-lasting relationships with your clients.
- ✓ Take leads, nurture them and turn them into revenue by being a persistent, empathetic, and engaging sales professional.
- ✓ Utilize CRM tools to track sales progress, sales pipelines, and all relevant information, ensuring a smooth customer experience.
- ✓ Own your sales cycle from prospecting to close, helping to foster Ciara's business growth.
- ✓ Research and discover new sales channels to target and acquire new leads.

YOUR PROFILE.

- ✓ You have successfully completed your university degree in business (or similar).
- ✓ And / or you have initial selling or customer-facing experience.
- ✓ You are fluent in both German & English.
- ✓ You consider yourself a people person and enjoy finding out about new business and their challenges.
- ✓ You have an entrepreneurial spirit, a passion for selling, and an interest in tech.
- ✓ You're tech-savvy, confident, and want to continuously learn.

WHY CIARA?

- ✓ We foster a culture of fast progress, open communication, and personal advancement. You'll learn what it takes to build a young company and foster your own ideas from beginning to end.
- ✓ We work and celebrate as one strong team and support you to reach your goals.
- ✓ We pay a competitive salary and provide you with all the personal freedom you need to get your job done your way.
- ✓ We offer remote & flexible work. Work at our office in the heart of Munich or go remote and work from wherever you are in the world.

**Does this match your expertise, experience, and aspirations?
Apply here - no cover letter necessary.**

[Apply now!](#)