

Position: Sales Account Manager Mobility (m/w/d)

- Location: Remote (Germany-based team)
- Type: Full-time
- Department: Sales & Marketing

This is Wettermanufaktur

Wettermanufaktur is privately held weather forecasting company that provides actionable weather insights, helping B2B customers build a safer, more productive and sustainable world. Since the company was founded in 2018, it has enjoyed a very successful growth, enabling to serve customers around the world with the most accurate forecast available in the market.

Our current team consists of experienced meteorologists, data scientists, developers and salespersons working together on big data weather solutions for the mobility, energy, agricultural and media markets.

Sales Account Manager - Winter Roads/Mobility Sector

We are actively seeking a Sales Account Manager specializing in the winter roads and Mobility sector to join our dynamic team based in Germany. As a valued member of our team, you will be responsible for managing and nurturing key client relationships, driving revenue growth, and expanding our market presence within the specified sector. You'll work closely with the international sales team and report to the Sales Director Mobility.

What you 'll do:

1. **Acquiring New Customers:** Identify and acquire new customers within the winter roads/mobility sector by cultivating leads, showcasing the value of our solutions, and nurturing prospects into long-term clients.
2. **Client Relationship Management:** Develop and maintain relationships with clients in the winter roads/mobility sector, understanding their unique needs and ensuring our solutions align with their requirements
3. **Marketing Strategy Alignment:** Collaborate with the marketing team to align strategies with the needs and pain points of the target audience within the winter roads/Mobility sector.
4. **Events and Networking:** Oversee and participate in industry events, tradeshows, and networking opportunities to promote our solutions and expand our reach within the sector.

Additional Requirement:

- **Flexibility and Frequent Travel:** The candidate must be flexible and willing to travel frequently within Germany to engage with clients, attend industry events, and conduct sales meetings.

About you:

- You are sales-driven: A self-starter capable of identifying and developing new business prospects from multiple sources, driven by achieving sales targets and exceeding goals.
- You are confident, assertive, flexible, team-orientated and professional
- You are energetic, creative, innovative and working proactively at a fast pace

Your Qualifications:

- Minimum of 3 years' experience in B2B relationship management, specifically with the Mobility/Automotive sector preferably within the winter roads sector.
- Strong communication skills in German and English; additional languages are advantageous.
- Expertise in CRM management, presentation skills, and articulating the value proposition of our solutions.
- Proficiency in MS Office suite and familiarity with relevant sales tools and platforms.

What We Offer:

- Competitive salary and benefits
- Performance bonuses (OTE)
- Company car
- Opportunity to participate in the stock option plan
- Focus on personal development and growth through mentoring and training
- Participation in an international multicultural, flat organizational structure with an open and informal atmosphere
- Access to our office in Berlin/Stuttgart

Ready to meet us?

If you are excited about this role, apply by sending an email to jobs@wettermanufaktur.de

We can't wait to meet you!