

Green is your favourite colour? Congratulations. You could be a maincuber!



NEW TEAM MEMBER WANTED!

In order to monitor and fulfill our corporate goals, we are looking for a new member to strengthen our sales team in Amsterdam.

Sales Manager

maincubes, headquartered in Frankfurt am Main, is a German company and part of the medium-sized Zech Group, Bremen, Germany. maincubes provides its customers with a network of highly available data centers in Europe that enables colocation in conjunction with secure eco-systems for the digital future of companies in various industries.

YOU CAN SUPPORT US!

- ◆ You take the lead in the commercial development of the Dutch market
- ◆ You create high quality offers and presentations for prospects, customers and partners
- ◆ You lead negotiations with prospects, customers and partners
- ◆ You actively seek new opportunities and take over existing customer relationships
- ◆ You manage a sales pipeline with accurate forecasts and report to stakeholders
- ◆ You are actively involved in the organization in fine tuning proposals and developing new offerings
- ◆ You will work closely with marketing for lead generation and brand building campaigns
- ◆ You represent maincubes at industry events

MAINCUBES SUPPORTS YOU!

- ◆ as a fast-growing company that takes your opinion and experience into consideration in its further development
- ◆ plenty of room for new ideas and creativity, which are valued by us
- ◆ a friendly, open and motivated team with flat hierarchies that looks forward to working with you
- ◆ a modern workplace with good traffic connections
- ◆ the feeling of being treated fairly as well respectfully and thus being warmly welcomed by us

BRING IN YOUR PERSONALITY!

- ◆ You have 5+ years of relevant experience and a strong industry network
- ◆ You have experience in Solution Selling, CRM and Account Planning
- ◆ You have a self-starter mentality and you are able to work autonomously and in a virtual team setting
- ◆ You have a solid commercial understanding and ability to engage with senior decision makers
- ◆ You are fluent in Dutch and English, German would be an advantage
- ◆ You have a strong drive and motivation to meet goals and exceed customer expectations

Please send us your complete application documents so that we can get a picture of you in advance. We will then get to know each other personally. We need the following documents:

- ◆ Testimonies
- ◆ Curriculum Vitae
- ◆ References
- ◆ Certificates of further training

Please send your application documents (preferably in English) with availability, preferably in PDF format, by e-mail, stating your name and not larger than 5 MB: jobs@maincubes.com

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