

DACH Sales Manager (m/f/d)



Fulltime, based in our Berlin office (Germany)

Full proficiency in German language is required. English language is required to work within a team across several countries.

Graebert is a leading developer of DWG-editing CAD software. The Graebert product portfolio is anchored by the ARES Trinity of CAD software - a powerful suite of DWG-based CAD software for desktop, mobile and cloud. The ARES CAD technology is also used by developers to create vertical applications. Some industry leaders using the ARES CAD platform include Dassault Systèmes, Onshape and Corel. Overall, millions of professionals use our CAD technologies in more than 100 countries.

Graebert provides employees with exciting opportunities in an industry that is constantly evolving. Our company is renowned in the CAD industry for pioneering multiple innovations. Working at Graebert you will contribute to shape the future of CAD with cutting-edge technologies for mobile and cloud.

Your Duties

Reporting to Graebert's Sales and Marketing Executive, your mission will be to lead and grow our sales operations for the DACH market (Germany, Austria and Switzerland) in three strategic directions:

- + **Launch and grow Enterprise sales (Premium offering for companies with 100 users or more), including selling software but also service (consulting, custom development, training).**
- + **Grow OEM sales (developers using our technology to build other software).**
- + **Lead our Sales team in Berlin and improve sales performance over time.**
- + Report sales performance and forecasts channel by channel and product by product.
- + Manage the local Sales team and animate OEM partners observing the company general rules and policies.
- + Define the local sales strategy and priorities in line with the company priorities and resources
- + Report about individual performance of employees and partners. Make recommendations in terms of marketing expenses and human resources.
- + Follow personally, in coordination with local Sales team or Partners, as it may apply, the Business Development with Enterprise deals, Strategic Accounts or OEM partners
- + Report strategic technical issues with customers and follow key customers satisfaction

Your Profile

- + You have a 10+ years experience in sales in the IT sector and a proven sales track record. Experience of CAD would be preferred. Experience of mobile or cloud solutions would be a plus. Experience of subscription-based pricing models would be a plus.
- + You have a 5+ years experience of management, leading sales people in the DACH area
- + You have a 5+ years experience of sales to large accounts and know how to manage complex sales involving multiple decision makers.
- + You are self-motivated and dedicated to provide great customer service.
- + Good team player and natural leader developing your team through motivation, counseling and product knowledge education
- + Strong written and verbal communication skills in German and English.

Benefits

- + Contribute to design the future of the CAD industry with cutting-edge technologies.
- + Work in a cross-cultural environment within a team across several continents and with partners all over the globe.
- + The opportunity to envision new concepts in a company offering stable and longterm perspectives. Graebert is renowned for its innovation and a pioneer of Mobile and Cloud. The company is self-funded and well-established for more than 40 years.

HOW TO APPLY

Please send your CV (in English or German) with a note about your salary expectations

cedric.desbordes@graebert.com