Are you a Communtiy Manager/Lead in the IT or games industry ?
Are you looking for the next step ?
Do you have the ability to further develop and build on the skills you already have ?

Then have a closer look at this unique opportunity as **Sales Manager North America** for our unique Community Management Software and become part of Germany's hottest startup.
We recently represented Germany at the famous Silicon Valley Tech Cup @ Microsoft.

As Sales Area Manager, you get to work in a specified territory with revenue quota responsibility for New Business working out of Heidelberg.

You will manage the sales process throughout the sales cycle, including free trial and lead follow-up, prospecting, qualification, product demonstrations over the web, sales engineering assistance, account management, writing proposals, and negotiating and closing business.

Some of the things you'll be doing include …

- Represent Brand a Trend and its product in customer accounts of all sizes and industries
- Meet and exceed direct sales goals within assigned geographic territory
- Manage all aspects of the sales process including lead generation, qualification, evaluation, close and account care
- Develop and manage sales pipeline, prospect and assess sales potential with the ability to move a large number of transaction simultaneously through the sales pipeline
- Manage and track customer and transactional information into web-based system; logging all sales activity within the established processes; keeping customer account current and accurate
- Coordinate resources throughout the sales cycle, including product support and sales engineering
- Provide product demonstration to prospects
- Work effectively within a team environment to maximize revenue potential and ensure customer success
- Start the setup of an US office with the chance to become CEO North America
- Possibility to earn equity in the company after 6 month

Who you are (and will become) …

- **Cross-Cultural.** Native English speaker only ...other languages are a plus.
- **Experienced.** Some direct sales experience a plus but not required. We are looking for Community Managers willing to change the role
- **Domain.** Bachelor's Degree in Communications, technical or business focus preferred
- **Performer.** Consistent overachievement of goals
- **Amazing Salesperson**. You have a desire, even an obsession, to bring new customers into the company and maximize revenue.
- **Detail oriented.** Nothing gets overlooked when it comes to you.
- **Go-Getter**. Willing to go the extra mile with a strong work ethic; self-directed and resourceful.
- **Excellent Communication.** You know what to say and more importantly, how to say it.
- **Technically Savvy.** Proficiency in Microsoft Windows, Word, Excel, Outlook, and Internet Explorer.

There is no international relocation package associated with this job offer. Regardless we are happy to look at applicants currently residing outside of Germany.

Please contact:
Markus Schneider – email: markus.schneider@brandatrend.com

Brand a Trend
Brand a Trend GmbH is a privately funded start up and a leader in content recognition technology. Going into operations 2013, the company‘s focus is the creation of a new generation of content recognition software. The company’s core product - SUMMICS- was developed in close collaboration with industry leaders in Games Market, Community Management, Market Research and Customer Care.

Brand a Trend GmbH is located in Heidelberg, one of Germany‘s main science hubs. All processes in the company, in software development as well as in other functions, follow strictly the SCRUM methodology. We are proud of our highly qualified workforce with close to 90% academic grade employees. Most of the company‘s employees work directly in software development. Our leadership team has over 40 years of top-level experience in software development, video - games and corporate finance.