

**Sales Representative (m/f)**

Superexpo.com is the market leader in digitalization of trade shows worldwide. With offices in Berlin, Poznan and Las Vegas, we are currently focusing on digital trade show documentation for organizers and exhibitors in Germany and the US. For this, we collect and aggregate present information on location and provide it to organizers and exhibitors jointly with the trade show, e.g. trough our integrated mobile apps, or as an ex post documentation on the superexpo.com platform. In addition, we allow exhibitors to augment their trade show profile with extra information, multimedia content and product presentation, including website integration and solutions to present trade shows in VR goggles, applications.

We record the fairgrounds and the exhibitors' stands using the best panoramic 360 degree photography available: Our products work based on the Panono camera, the word’s highest resolution 360 degree one shot photo camera on the market, embedded in our applications for automated cloud-based 360 degree tours, image hosting, platform management and tailor-made solutions for web integration for trade show organizers and exhibitors worldwide.

We are currently looking for a Sales Representative (m/f)

Your tasks:

* Independently build up & steer defined sales area or customer category to generate new customers during, before or after trade shows. This includes:
	+ Research and identify opportunities to develop accounts in the respective regions
	+ Research accounts to understand region, industry and business need
	+ Pursue (calls, emails & meetings) qualified opportunities and follow up with leads
	+ Travel to trade shows and clients, complete documentation projects on location, prepare client pitches and presentations, and interact in client contacts on location or via phone
	+ Proactively look for opportunities to improve the sales and lead the client acquisition process

Your profile:

* Experience in Sales and/or Marketing or a strong affinity for sales and customer interaction
* Ideally experience with digital sales models and/ or the trade show or hospitality business – experience with software products is a plus
* Proven track record and/or high willingness to close sales pitches and win new customers
* Ability to understand customer's core business challenges and explain how product features can address business issues
* Excellent verbal and written communication skills in German and preferably English
* Self-starter, self-disciplined, ambitious & high-energy
* Fluent in German, and ideally in English - further European languages is a plus
* Readiness to travel within Germany, and partly Europe, constantly

We offer:

* International team with flat hierarchies
* Open-minded working environment, possibility to grow fast within the company
* Various options for training and specialization
* Flexibility in location and home office options, with a German headquarter in Berlin

Please send your application to **jobs@superexpo.com** and please include your earliest expected starting date.

We are an equal opportunities employer and welcome applications from all suitably qualified persons regardless of their race, sex, disability, religion/belief, sexual orientation or age.