



SR ACCOUNT EXECUTIVE (M/F/X) FRANKFURT

Is your middle name Curiosity? Are you inspired by interacting with other people? Do you think sales is about more than enjoying talking to people on the phone? Are you looking to be part of a real team where you are both challenged and encouraged to grow? If you answer yes to all these questions and are sure that the digital transformation will sustainably improve our lives and can't wait to convince others of the same, then have we got an exciting job for you!

1 YOUR ROLE

As Senior Account Executive, you are the core of the sales team and an essential part of our growth strategy. Your role includes the following responsibilities:

- Development and implementation of lead generation strategies in partnership with our sales development and marketing team
- Management & implementation of the process to qualify & evaluate potential clients
- Supporting your own pool of clients (SMEs and large companies) on site, by telephone and with the help of regular web demos
- Development of business cases for introducing real estate software for long-term digitalisation (SaaS) based on customer-specific requirements
- Relationship management of customer's "buying center" – management, IT, asset management and other decision-makers
- Closing & handover of the showcase
- Forwarding customers to our Customer Success Team
- Coordination of new customer requirements with the management to systematically identify potential for new customer groups

2 YOUR PROFILE

We are looking for authentic people with strong personalities. As a sales team we think out-of-the-box, challenge and encourage ourselves continuously with the aim of improving our customers' lives, building a great company and having a lot of fun.

- You have successfully completed your studies and have a strong track record in sales over the last 3–5 years and are now looking for a new challenge
- You are naturally curious and like to solve challenges in a creative way
- You are confident and friendly in communication and can inspire confidence and enthusiasm in customers
- Your technical aptitude, ability to get a quick grasp of new ideas and entrepreneurial thinking make you the right person to engage with our potential customers
- You apply your high energy level and your own initiative and thereby become the driving force for our sales team
- You speak German and English at least at C1 level

3 WHAT YOU'LL LEARN

By joining EVANA as a Senior Account Executive, you'll have a wide range of career options open to you at EVANA, regardless of whether you would like to continue to specialize in sales or develop your potentials in other areas. Here are some of the skills you will develop in your new role at EVANA:

- Development & implementation of a go-to-market strategy in a B2B direct sales model
- Development of sales driven lead generation initiatives to optimize the lead generation & qualification process to maximize conversion rates
- Management & implementation of a sustainable sales process that cultivates long-term customer loyalty
- Relationship management in complex environments
- Preparation & presentation of analyses to investment decision-makers
- Cooperation with the Marketing, Customer Success & Product Teams
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