



SALES AND BUSINESS DEVELOPMENT MANAGER (M/W/D)

PLACE OF EMPLOYMENT: GRAZ (AT) OR BERLIN (D)

Responsibilities:

- ▶ Support development and execution of sales strategy direct for HAGE3D Additive Manufacturing solutions (3DP systems, materials, software, and services)
- ▶ Effective and efficient management and continuous improvement of opportunity-to-order pipeline and sales processes via relevant KPI monitoring and priority setting
- ▶ Communication of value and needs, being the voice of and to the customer and partners in the organization
- ▶ Drive sales towards agreed goals including proposals, negotiations, and closing deals with customers
- ▶ Manage direct customer relationships and expectations to ensure a high level of satisfaction
- ▶ Provide detailed and accurate forecasting
- ▶ Updates and reporting through various sales tools generate leads, and establish and nurture client relations
- ▶ Represent our company with a comprehensive understanding of its offerings
- ▶ Research AM customer needs and identify how our solutions address them

Profile:

- ▶ At least 5 years of experience of successfully selling direct/indirect high-value capex equipment; Additive manufacturing experience is a plus
- ▶ Strong administration skills with BSc in Business Administration or Technical degree or higher
- ▶ Knowledge of cultural specifics and demands
- ▶ Entrepreneurial and strategic thinking ability maximizing company and customer success
- ▶ Analytical skills and creative problem-solving abilities in high-pressure environments
- ▶ Excellent presentation and effective communication skills
- ▶ Outstanding customer orientation and interpersonal skills to build strong relationships
- ▶ High self-motivation and willingness to take ownership
- ▶ Fast learner eager to develop him/herself and others
- ▶ Team player, who demonstrated success working seamlessly in cross-functional teams
- ▶ Experience with customer relationship management (CRM) tools like Salesforce

The monthly gross salary for this position is at least EUR 3.800,00 on a full-time basis.

If you can imagine yourself in this role, here are some other reasons why HAGE3D is the place for you:

- ▶ Attractive compensation package including sales commission package with no cap
- ▶ Office location in the center of Berlin (Kreuzberg) with a large workspace as well as a full 3D Printing Fleet with full-time staff for internal printing needs
- ▶ Standard benefits including direct insurance, training budget, team events, lunches, snacks and drinks etc.
- ▶ Be surrounded by a team of 100+ that love 3DP and want to be part of the next generation of large-scale systems!

About us:

HAGE3D is based in Austria and part of BigRep GmbH in Berlin. As a global leader in large-format FFF 3D printing, Hage3D & BigRep strive to transform user productivity and creativity with easy-to-use additive manufacturing solutions to help companies accelerate innovation and rethink

Manufacturing. European-engineered 3D printers enable engineers, designers, and manufacturers from start-ups to fortune 100 companies to go from prototyping to production faster, getting their products to market first. To make this a reality we have assembled a team of experts in marketing, design, innovation, software, control systems and hardware. Many of us come from the 3D printing industry but all of us share a deep interest and passion in all things 3D printing related and want to be part of this next chapter in manufacturing history.

Through collaborations with strategic partners – including BASF, Bosch Rexroth, Etihad Airways, and Deutsche Bahn – Hage3D and BigRep continue to develop complete additive manufacturing solutions comprising industrial 3D printers, software, advanced materials, and services.

HAGE3D GmbH

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HAGE3D