



Senior Sales Manager Corporate Markets (m/f)

Location: Munich / Frankfurt

Are you passionate about Finance and Sales? We at CRX Markets are constantly seeking creative thinkers. We are offering the possibility to step up your professional development through hands-on experience in a state-of-the-art FinTech environment. With our product, a bank-independent marketplace for working capital financing, we've already attracted some of the largest multinational corporates. But to stay ahead of the game, we need to continue driving innovation by hiring highly motivated talents.

Your Role

- ▶ Identify, develop and close prospective multinational corporate clients in Europe
- ▶ Organize and execute the sales process from cold-calls to client meetings to generate new leads and prospects
- ▶ Prepare, calculate, monitor and negotiate client offers, tenders or Request for Proposals
- ▶ Manage the client onboarding process and ensure a smooth program roll-out
- ▶ Plan, co-ordinate and lead all relevant work streams (e.g. IT, legal, accounting, supplier onboarding)
- ▶ Create and deliver accurate forecasts for clients
- ▶ Manage business relationship at all levels within client organization

Your Profile

- ▶ Degree in Economics, Sales, Finance or a related field
- ▶ Work experience of 3-5 years in a professional, client-focused finance organization with strong emphasis on acquisition and/or account management of multinational corporate clients
- ▶ Experience with CRM tools such as Sugar, Salesforce, ZoHo or others
- ▶ Savvy and convincing communication and interpersonal skills
- ▶ Self-motivated, pro-active and service-oriented mindset, able to collaborate with a highly professional team
- ▶ Fluent in German and English - other languages are a plus

Our Offer

This position provides the opportunity to be part of a great team in a high-paced FinTech environment. You get the unique chance to push your career by gaining first-hand business experience from a network of the most innovative and capable minds in the German finance industry. While aligning CRX's long-term goals with our employees' compensation, we offer an attractive package with several perks and benefits, including a share option program.

Are you up for the challenge? Please upload your documents including CV, cover letter, salary expectations and your earliest possible starting date using our [online application form](#).