



WANTED:

SALES MANAGER FOR THE NETHERLANDS (F/M)

The early bird... starts working for Testbirds!

Since 2011 Testbirds has been a pioneer in the crowd- and cloud based testing of apps, web applications, wearables and Internet of Things applications. With the support of 65 employees and 150,000 testers globally we are successfully conquering this rapidly growing international market. If you are looking for an exciting start-up environment, this job is for you!

Your Tasks

- Your first months will be focused on training, cold calling and learning our product services
- You are working with large blue chip companies
- You are acquiring and developing customers through your own creativity, curiosity, persuasiveness and perseverance
- You are managing customer accounts in the Netherlands and other European countries, predominately via telecommunications or on site
- You are also planning and coordinating exhibitions and trade shows

Your Qualification

- You have a Bachelor or Master in a business related discipline
- You have working experience in IT Sales
- You have a solid understanding of the business markets, culture and ethics in the Netherlands
- You have passion and people skills as well as the ability to inspire others
- You have proven success establishing client relationships and building a pipeline
- You are energetic and an entrepreneurial personality
- You speak Dutch on a native speaker level and English on a very good level

You get extra points if:

- You are tech-savvy and passionate about websites and apps
- You have experience in the field of QA/UX

We are offering

- A permanent position based in the heart of Amsterdam by the canals with an induction training in Munich starting April/May 2017
- Flat hierarchy: you are responsible for your work and you can implement your own ideas
- Development possibilities through a variety of internal and external training opportunities
- An open culture, uncomplicated togetherness and joy of shared success
- A great working atmosphere with a lot of team activities e. g. bi-annual workshops at our Munich HQ, free lunch and all the coffee you can drink



Testbirds

Are you convinced to become our next Bird?

If yes, please use our [application form](#) to submit your cover letter and current CV (in English or Dutch), as well as work certificates/samples of your work. Don't forget to include your salary expectations and your earliest start date. Your contact person is Christine (jobs@testbirds.de).